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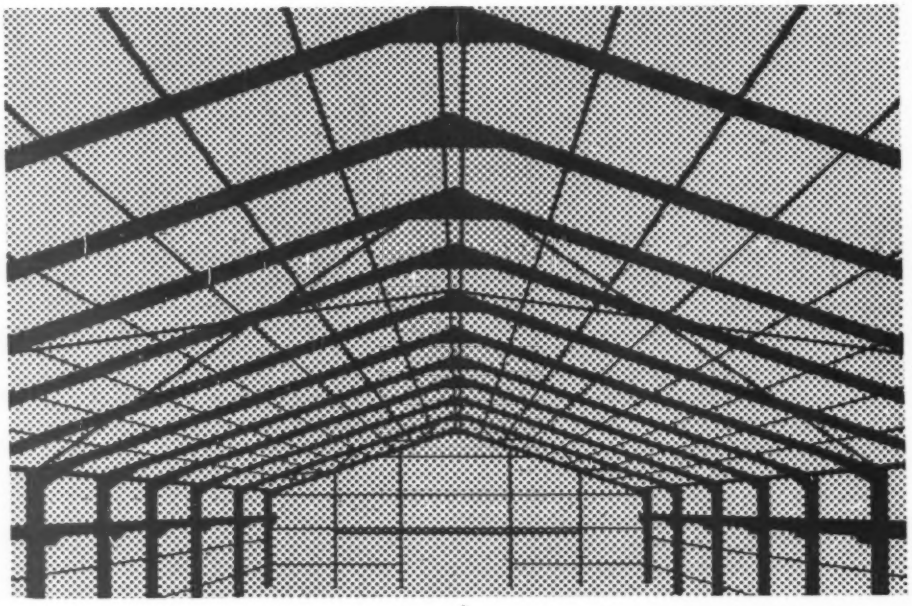

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# Board of Trade Journal

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## Production in the Chemical Industry in 1962

***The following information brings up to date an article entitled 'The British Chemical Industry in the First Half of 1962' which appeared in the* Board of Trade Journal *of October 5, 1962.***

THE TREND of production for the chemical industry* was rising in the first half of 1962, but levelled out at mid-year; the seasonally adjusted index of production averaged 127 in the first quarter of 1962 (as compared with 125 for the year 1961) and 130 in the second quarter, but varied around 132 for the second half of the year. For 1962 as a whole, production was 4 per cent. higher than in 1961. The chart below shows the movement in the seasonally adjusted index over the last two years.

Table 1 shows that the plastics materials and organic chemicals sectors increased their output in 1962 by around 12 per cent.: as before, the main feature was the increase in production of thermoplastic resins (most types increasing strongly) which, together with strong increases in some of the thermosetting resins, called for increased production of the organic chemicals from which synthetic resins are derived. Inorganic and pharmaceutical preparations increased by 3 per cent.; the group covering miscellaneous chemical industries increased by 5 per cent., this being largely accounted for by the gases sector (production of oxygen increased sharply in 1962) and pharmaceutical chemicals (production of penicillin was nearly half as much again as in 1961), while some individual chemicals in this group also showed marked recoveries from rather depressed levels of production in 1961. The overall increase of 2 per cent. for the soap and detergents sector was the result of an increase of 7 per cent. for detergents, offset by a fall of 2 per cent. for soap. Among the remaining sectors the general picture was one of comparatively little change, though a few sectors showed small declines from the 1961 levels, most notably – because of the size of the sector – paint and varnish.

### Exports

Export of chemicals were rising strongly in total in the first half of 1962, but levelled off in mid-year. Over the year as a whole the volume of exports was some 3 per cent. higher than in 1961, though the value was 5 per cent. higher.

The increase in exports was largely accounted for by plastics materials, organic chemicals and pharmaceuticals, though some other products, e.g., nitrogenous fertilizers, detergents, weedkillers, showed strong increases. Plastics materials increased exports in volume terms by 18 per cent. with polyolefines (mainly polyethylene) heavily contributing.

### Prices and costs

In 1962 the price index of the total sales of the chemical industry was on average a little lower than in 1961 (Table 2), but the price of inputs fell, on average, relatively more than price of outputs.

The aggregate price index of materials and fuels used in the industry (i.e., costs per fixed unit of input) fell quite sharply in the first half of 1962, and for the year as a whole was over 2 per cent. less than in 1961.

As against this, average wages and salaries per employee in the industry rose in 1962 (weekly earnings were some 4 per cent. higher than in 1961). As materials and fuel costs total some four times the size of labour costs in this industry, the fall in material and fuel costs would have outweighed the increase in labour costs in 1962 even if these two elements of total costs had remained fixed in relation to output in 1962, i.e., if the same quantities of inputs were required per unit of output in 1962 as in 1961. However, it seems that there were economies in the quantities of inputs required per unit of output as well as the relatively favourable price movements discussed earlier.

No aggregate measure of the volume of materials and fuels required per unit of output exists that would allow possible economies in these to be measured. It is clear, though, that there were considerable economies in the labour required per unit of output, for a rise of 4 per cent. in the volume of output was achieved with a labour force 1 per cent. lower, equivalent to a decrease in labour required per unit of output in 1962 (as compared with 1961) of some 5 per cent. The performance in the plastics sector was par-

* The sectors comprising the Chemical Industry are listed in Table I.

**Table 1** — **Production in the Chemical Industry**

| | Net output 1958 | | Index of Production, 1958 = 100 | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|
| | | | 1958 | 1959 | 1960 | 1961 | 1962 | 1961 | | 1962 | |
| | £ million(c) | Per cent. | | | | | | Jan.-June | July-Dec. | Jan.-June | July-Dec. |
| Dyestuffs | 22·9 | 3·9 | 100 | 125 | 141 | 138 | 135 | 144 | 133 | 136 | 134 |
| Fertilizers | 24·6 | 4·2 | 100 | 108 | 117 | 118 | 118 | 124 | 113 | 122 | 114 |
| Other Chemicals: | | | | | | | | | | | |
| Organic chemicals (a) | 64·0 | 11·0 | 100 | 119 | 148 | 147 | 165 | 149 | 145 | 160 | 170 |
| Inorganic chemicals | 61·9 | 10·6 | 100 | 111 | 122 | 121 | 124 | 123 | 120 | 125 | 124 |
| Other chemicals, gases, etc. | 110·9 | 19·1 | | | | | | | | | |
| Explosives | 29·5 | 5·1 | 100 | 107 | 116 | 116 | 121 | 119 | 113 | 123 | 119 |
| Miscellaneous chemical industries (b) | 30·2 | 5·2 | | | | | | | | | |
| Plastics materials | 45·2 | 7·8 | 100 | 123 | 147 | 148 | 167 | 148 | 147 | 164 | 169 |
| Paint and varnish | 53·9 | 9·3 | 100 | 110 | 112 | 112 | 110 | 116 | 106 | 114 | 107 |
| Pharmaceutical preparations | 62·5 | 10·8 | 100 | 113 | 125 | 138 | 142 | 143 | 132 | 146 | 138 |
| Toilet preparations | 19·7 | 3·4 | 100 | 109 | 120 | 123 | 121 | 116 | 130 | 114 | 127 |
| Soap, detergents, etc. | 37·0 | 6·4 | 100 | 103 | 106 | 106 | 108 | 113 | 99 | 111 | 106 |
| Vegetable and animal oil and fats | 18·7 | 3·2 | 100 | 108 | 106 | 106 | 110 | 109 | 102 | 112 | 109 |
| Total, chemical industry | 581·0 | 100·0 | 100 | 111 | 123 | 125 | 130 | 128 | 121 | 131 | 129 |
| Total, chemical industry seasonally adjusted | | | 100 | 111 | 123 | 125 | 130 | 125 | 124 | 128 | 132 |
| Total, all U.K. productive industry seasonally adjusted | | | 100 | 105 | 112 | 114 | 115 | 114 | 114 | 115 | 115 |

(a) Including coal tar chemicals.
(b) Adhesives; polishes; insecticides, disinfectants, etc.; printing ink.
(c) Excluding amounts paid for services.

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## Front Cover Photograph

BICC Ltd., have recently been awarded three further contracts by the Indian Railways Board for the supply and installation of overhead equipment for 25kV a.c. electrification on three of India's major railways. The new contracts are worth nearly £2½ million and cover a total of 410 track miles. Indian linesmen, trained by BICC Ltd., are seen running out catenary wire.

## Production in the Chemical Industry (*Continued*)

### The Movement in Prices in the Chemical Industry 1958-1962

Table 2 (1954 = 100)

| | 1958 | 1959 | 1960 | 1961 | 1962 | Jan.-March, 1963 |
|---|---|---|---|---|---|---|
| Materials and fuel used (a) | 107 | 108 | 108 | 108 | 105 | 105 |
| Total sales (a) | 105 | 105 | 104 | 103 | 103 | 103 |
| Home market sales: | | | | | | |
| General chemicals | 108 | 107 | 105 | 104 | 102 | 99 |
| Pharmaceutical preparations | 100 | 99 | 99 | 98 | 98 | 98 |
| Plastics materials | 92 | 88 | 86 | 81 | 78 | 78 |

(a) Including the Lubricating Oils and Greases sector (Minimum List Heading 263) in addition to the Chemical Industry as defined in the rest of this article (Minimum List Headings 271-277 of the Standard Industrial Classification, 1958).

ticularly striking, for an increase in output of 12 per cent. was achieved with virtually no change in the labour force.

An important element in total costs for the chemical industry is depreciation on capital equipment. The increasing amount of depreciation had a heavy impact on overall profit margins in 1961 when the rate of production varied comparatively little over the year; however, the increased rate of production in 1962 would have brought a relative improvement in this respect.

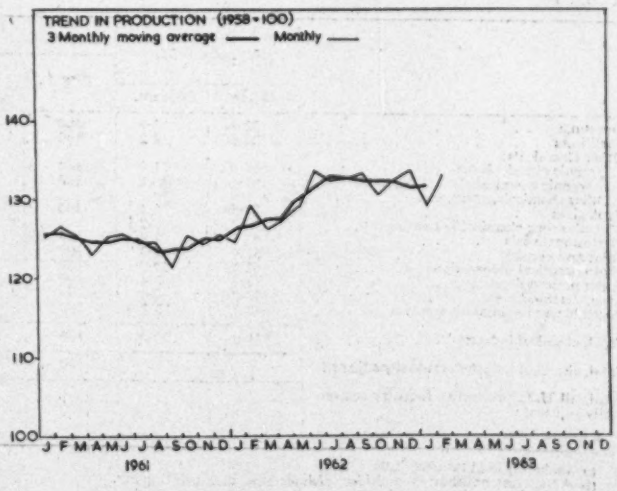
### Investment

A heavy burden of depreciation costs follows from the capital intensive nature of the chemical industry. The chart given below illustrates how the chemical industry accounts for a markedly higher proportion of investment than of employment in relation to manufacturing industry as a whole. It is as a result of the increasing reliance on capital intensive processes, for example in the plastics materials and organic chemicals sectors, that production can rise strongly while employment may actually decline.

The total investment in fixed assets in the chemical industry was maintained in 1962 as a whole at the same high level as in 1961, though the rate in the second half of the year was rather lower than in the first half.

### The First Two Months of 1963

Although figures of production for January and February 1963 are not complete, it appears that total production dipped slightly, due mainly to the effect of the severe weather on the paint sector; apart from this production was well maintained in general. As approximately one half of the total sales of paint and varnish are for building and decorating purposes, a severe spell of winter such


TREND IN PRODUCTION (1958=100)
3 Monthly moving average
Monthly
140
130
120
110
100
J F M A M J J A S O N D J F M A M J J A S O N D J F M A M J J A S O N D
1961
1962
1963

# 1960 Local Employment Act Was a Tidying Up of Previous Legislation

*— The President*

SPEAKING AT THE 25th anniversary dinner in Glasgow on May 2, of the Industrial Estates Management Corporation for Scotland, Mr. Frederick Erroll, President of the Board of Trade said: 'To a substantial extent the Local Employment Act 1960 represented a tidying up and consolidation of the previous legislation. It made it possible to give very much greater financial assistance to encourage industry to go to places with high unemployment. It also made it possible to concentrate the assistance on those areas which had the greatest unemployment problem. Some people don't accept the limitations on what the Government can do. Some people suggest that I ought to be able to direct industry to go to Scotland and sometimes I wish it could be as easy as that. But there are often valid reasons that make it quite impossible for firms to move and we have to consider every case individually. Believe me there are many industrialists in the South of England who will confirm that my policy is a tough one. No project capable of moving to Scotland is permitted to expand in the South', he said.

Continuing, the President said that some people spoke as though the Board of Trade had a sort of inexhaustible reservoir of new industry hidden away somewhere, 'perhaps in the basement of that place in Horse Guards Avenue,' which could be despatched instantly to Glasgow or even to Tiree if only we could say the word or sign the cheque. It was not as easy as that. The amount of new and expanding industry which could be cajoled or bullied or steered to the places that needed it was always limited. And there were limits to what could be done to encourage existing firms in those places to expand. The amount of available jam was never as much as we would like and the effect of having big development areas would be that the jam would be spread too thinly, and some places probably would get no jam at all. We only got round this difficulty under the old Distribution of Industry Acts by what civil servants called administrative means.

This was one of the biggest changes introduced in 1960. There had been plenty of criticism of the Local Employment Act and we did not pretend it had done as much as we would have liked. But all the same it had had some resounding successes. In Scotland on factory building alone, not counting financial assistance to firms, £25 million had been spent in the three years since 1960 and more than another £10 million had already been authorised. This was more than was spent in Scotland in all the fifteen years from 1945 to 1960.

'A lot of factories, large and small, have been built,' added the President 'but tonight you will understand if I mention only the motorcar industry. In these days the motorcar industry has become a touch-stone of industrial prosperity. It was the Local Employment Act that made it possible to offer the necessary assistance to ensure the re-establishment of a motorcar industry in Scotland. The great B.M.C. factory at Bathgate was the first. Built by your Management Corporation, it brought to Scotland automobile engineering of a kind and on a scale that has never been seen here before. Now today we have the tremendously impressive Rootes factory at Linwood, also built by your Corporation. All I need say about this is that it is a fitting achievement to mark your 25th birthday. We all wish this factory and the cars it produces every possible success.'

'Now then what about the new Local Employment Bill?' he asked. 'It is designed to improve an already good Act by giving greater inducements to encourage firms to go to development districts and to encourage the expansion of firms already there. It will also make it easier for firms to know in advance just how much assistance they can expect to get. The important new form of assistance will be a flat grant of 10 per cent. towards the cost of plant and machinery installed by industry. This grant like the other benefits under the Act will of course be tied to the provision of employment – that is to say it will not be available for straight replacement, but subject to this proviso the grant will be quite clear-cut and definite.'

Then we were also going to simplify and improve the building grants that are already available for firms who wished to build for themselves in development districts. Up to now the amount of the grant had been based on a rather complicated formula, in future it would be simply 25 per cent. of the building cost. Again there would have to be certain conditions, which you would not expect me to explain now, but in most cases this grant would represent an improvement on what has been available before, as well as being simpler and more definite.

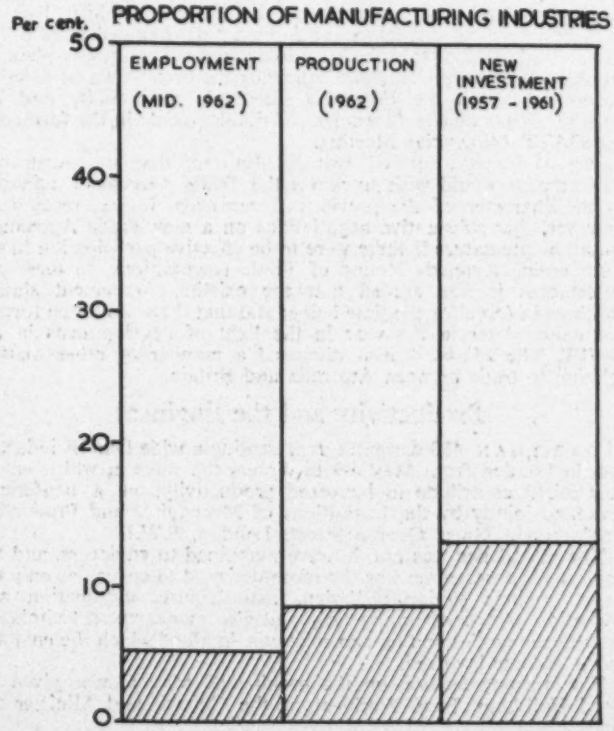
'You may ask whether these new grants will affect the other powers of the Local Employment Act. The answer is no. All the other forms of assistance will continue to be available and in particular the Board of Trade will continue to finance the building of factories in development districts to be leased by the Management Corporation. The necessary legislation to provide the new grants has already been laid before Parliament and the important thing to notice is that it will be retrospective to April 3, when it was first announced. It won't be possible for us to make definite offers until the Bill becomes law but firms can go right ahead and submit provisional applications as soon as they wish.'

Concluding, the President said this was not the time or the place to attempt any more detailed explanation but we thought it was generally agreed that the sum total of the benefits that would now be available to firms in development districts was very substantial indeed, particularly taking into account the Chancellor's new free depreciation arrangements which were over and above everything that he had been talking about.

'These are substantial attractions which I hope will encourage existing and new industry in Scotland,' he said.

**Chemical Production** (*Continued*)

as that experienced at the opening of the year, could be expected to reduce significantly the demand for paint and varnish. The rate of production of plastics materials and of organic chemicals increased a little further as compared with the rate at the end of 1962.




## Revision of the List of Development Districts

AS ANNOUNCED in the House of Commons on May 7, Mr. Frederick Erroll, the President of the Board of Trade, is adding to the list of development districts Barrow-in-Furness, Ulverston and the remainder of Tyneside, comprising the Employment Exchange Areas of Gateshead, Felling, North Shields, Wallsend, Whitley Bay, Elswick, Newburn, Newcastle, Walker, West Moor. He is also restoring Whitehaven to the list.

## Agricultural Engineering's Export Record

'THE AGRICULTURAL ENGINEERING INDUSTRY'S exports maintained in 1962 the high standard which they have hitherto attained; and in the case of tractors results continue to be spectacular,' said Lord Derwent, Minister of State, Board of Trade, at the Agricultural Engineers Association's Annual Lunch, in London, on May 1.

The Minister said that to maintain exports at more than three-quarters of total production – and a rising producion at that – fully justified the word 'spectacular'.

Meanwhile on the national level recent export news was also good: our total exports for the month of March reached an all-time high and for the first quarter exceeded the 1962 monthly average by 3 per cent. In fact, however, there was never a time when we could less afford to let up.

'As you will be only too well aware, competition everywhere is increasing, while we have in addition to meet the challenge presented by the breakdown of the negotiations in Brussels. In your case, the countries of the EEC together form a major export market and I have no doubt that you will be giving urgent consideration to how the turn of events is likely to affect your prospects. On the other hand, your largest single market is represented by our partners in EFTA and there you will be enjoying increasingly the advantages of mutual tariff reductions.'

Referring to recent discussion about the merits of what were collectively described as export incentives, the Minister said that all of these forms of aid could be emulated by other governments who would not hesitate to do so if they saw the race was on. Such measures could therefore only be of transitory, and, indeed, of rather illusionary benefit. 'Clearly our policy must be to see that other countries dispense with any incentives they may have and do not introduce new ones.'

'What we have got and which cannot be emulated so easily by our competitors are the quality and price of our goods and the service which we can offer,' the Minister said. 'These are the points which will ensure the properous long-term development of our export trade, and the proud export record of your industry suggests that it has these points in full measure.

'In meeting these challenges of the future a very important contribution can be made by research. You have at hand two fine organizations – the well established National Institute of Agricultural Engineering and now the new National College of Agricultural Engineering which is getting into its stride. I am sure you will give these institutions every encouragement, and in return will receive assistance fully justifying the investment by the Government and by your industry which they represent.'

## Mr. Frederick Erroll Visits Central Scotland

MR. FREDERICK ERROLL, President of the Board of Trade, visited Central Scotland on May 2 and 3. On May 2 the President met the Economic Committee of the Scottish Trades Union Congress and was the principal guest at a dinner to mark the 25th Anniversary of the Government's Industrial Estate Organization in Scotland, now managed by the Industrial Estates Management Corporation for Scotland under the chairmanship of Sir Robert Maclean. (*See page* 1055.)

On May 3 the President visited L. Sterne & Co. Ltd., Hillington, manufacturers of refrigeration equipment, who have a large export trade. After calling on the Lord Provost of Glasgow he was the guest of the Directors of Glasgow Chamber of Commerce at a luncheon.

In Edinburgh the President discussed matters affecting Scottish economic development with the Scottish Council (Development and Industry), and was the guest of the Scottish Tourist Board at dinner.

## Mr. Alan Green to Visit Belgium and Luxembourg

MR. ALAN GREEN, Minister of State, Board of Trade, was due to visit Belgium and Luxembourg from May 7 to May 10. Mr. Green was due to speak at the British Chamber of Commerce luncheon in Brussels on May 9, and on Friday, May 10 was to visit the Brussels International Fair and speak at a luncheon given by the Burgomaster and the Fair authorities, as well as visit several firms in Belgium and Luxembourg.

Lord Derwent, Minister of State, Board of Trade, speaking at The Agricultural Engineers Association's luncheon at the Park Lane Hotel, London, on May 1.

## Talks on British-Australian Trade

DISCUSSIONS were held in London on May 6 and 7 between Mr. John McEwen, the Australian Deputy Prime Minister and Minister for Trade, and Mr. Frederick Erroll, President of the Board of Trade, and Mr. Christopher Soames, the Minister of Agriculture, Fisheries and Food, and Mr. John Tilney, the Parliamentary Under Secretary at the Commonwealth Relations Office.

The discussions were concerned mainly with the U.K. – Australian Trade Agreement of 1957, which under its terms should originally have been re-negotiated in 1961, but which has, by mutual agreement, remained in force at six months' notice. The British and Australian Ministers exchanged views on the place of the Agreement in the situation following the breakdown of Britain's negotiations with the European Economic Community and the possible effects on the Agreement of developments in the forthcoming GATT Ministerial Meeting.

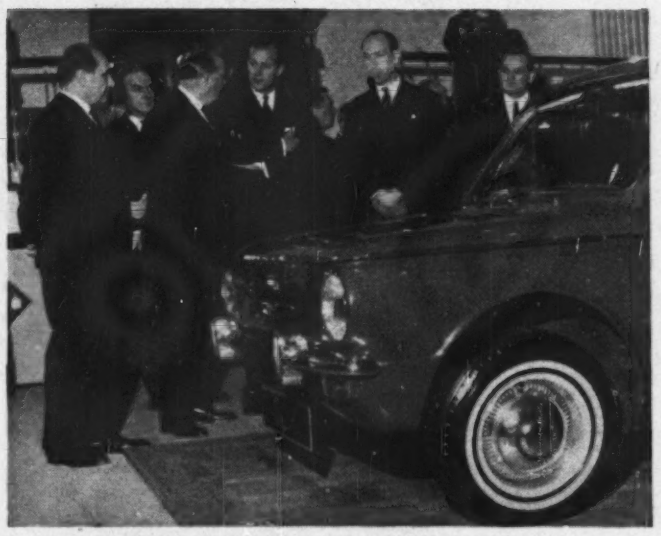
Mr. McEwen informed British Ministers that the Australian Government would wish to renew the Trade Agreement, adhering to the character of the previous Agreements. It was recognized, however, that substantive negotiations on a new Trade Agreement would be premature if there were to be effective participation in the forthcoming Kennedy Round of Trade Negotiations. In these circumstances it was agreed that the existing Agreement should continue in force for the time being; and that there would be further discussions later in the year in the light of developments in the GATT. The Ministers also discussed a number of other matters relating to trade between Australia and Britain.

## Productivity and the Engineer

MORE THAN 400 delegates, representing a wide field of industry, met in London from May 6-9 to discuss the ways in which engineers might contribute to increased productivity, at a conference arranged jointly by the Institutions of Mechanical and Production Engineers at Great George Street, London, S.W.1.

The attendance was not, however, confined to engineers, and the conference programme was therefore designed to cover not only the more obvious subjects: design, manufacture, automation and education aspects of productivity, but also management techniques, factory economics and human relations, in all of which the engineer might become involved.

The opening lecture, on the evening of May 6, was given by Lord Hailsham, Lord President of the Council and Minister for Science.



H.R.H. the Duke of Edinburgh, discusses the new features of the Hillman 'Imp' with Lord Rootes (third left) Chairman of the Rootes Group. Front row (left to right): The Hon. Geoffrey Rootes, Chairman of Rootes (Scotland) Ltd., Lord Rootes, the Duke of Edinburgh, Mr. P. G. Ware, chief executive designer and Mr. W. F. C. Bryant, general manager, Rootes (Scotland) Ltd.

## Scottish Factory Produces First Car for 30 Years

H.R.H. THE DUKE OF EDINBUGH opened on May 2, the new factory for the Rootes Group at Linwood in which the first car – known as the 'Imp' – to be built in Scotland for over thirty years has been produced. The Duke congratulated everyone concerned with the success of the project, particularly, 'the whole of Clan MacRootes'. He said: 'Anyone passing these works from the outside can see that it is a tremendous undertaking, but only a look inside reveals the immense complexity of the project and what it means in capital investment in scale and employment in a vast range of industries all over the country and, of course, the promise of prosperous employment in this area of Scotland.' He pointed out that the whole enterprise could only succeed and could only be justified if the product was well designed, well built and competitive for world markets, both in price and technical efficiency.

'In the long run, it isn't industries or government or development corporations which create jobs, jobs depend upon satisfied customers and in this country, which can only live by exports, jobs depend upon satisfied overseas cutomers. Satisfied customers create jobs and everybody engaged in industry, commerce and administration shares the responsibilty for keeping the customer satisfied.'

The Duke added that it seemed that everything humanly possible had been done to ensure the success of this project. 'This is a great moment for Linwood and for the Rootes Group, and it is a great boost for Scotland, and we all hope that it will strengthen the whole British economy. Indeed, many people have cause to be very grateful to the motor industry when it decided to "put down Rootes" in Scotland.'

Mr. Geoffrey Rootes, chairman of Rootes (Scotland) Ltd., welcomed the Duke of Edinbugh and other distinguished guests at the opening ceremony. He mentioned in particular Mr. Michael Noble, Secretary of State for Scotland, who was present, and Mr. Frederick Erroll, President of the Board of Trade, who had been unavoidably prevented from attending. Mr. Rootes said: 'Both Mr. Noble and Mr. Erroll together with the officials and staffs of their ministries, have been extremely helpful to us during the planning and development of this project'. He said that when his company had been asked to consider starting a new project in a development area they had decided on Scotland only after careful examination of other areas and of all the factors involved. Their choice of site had been considerably influenced by the proximity of the factory belonging to Pressed Steel Co., who had been associated in business with the Rootes Group for well over thirty years. He praised the co-operation which he had received from local authorities, dock boards, shipping companies, employers' associations and trade unions. Co-operation had resulted, amongst other things, in the provision of houses for workers and of roads.

The Rootes factory covers an area of 713,200 sq. ft. on a 278 acre site, and comprises a unit machine shop and an assembly block (each 324,000 sq. ft.) and a self-contained aluminium die-casting plant (65,200 sq. ft.), unique in British industry, and built to produce the light-weight aluminium die-cast rear mounted engine which powers the 'Imp'. The bodies for the car are produced in a new 500,000 sq. ft. production plant added to Pressed Steel's existing buildings and linked to the Rootes factory by an enclosed transporter bridge for completed bodies. Already 1,500 people are employed in the Rootes factory and this will rise to about 3,000 when full output of 3,000 cars per week is reached. In addition 2,000 workers in Pressed Steel's Plant will be fully engaged on manufacture of car bodies for Rootes.

## Merits of Consumer Protection

'CONSUMER PROTECTION is not directed against traders in general', said Mr. Alan Green, Minister of State, Board of Trade, at the Annual Dinner of the Retail Distributors Association, Savoy Hotel London, on May 1. 'It is not and it should not be a sterile, frustrating affair. On the contrary, all experience has shown that where clear, fair rules are known to exist trading itself flourishes.

'It is therefore a natural and proper function of Government to secure by those means that are the least fussy, decent protection for the consumer and by consequence interest for the trader.

'Because rationing is little more, praise be, than a memory there is almost bewilding choice for she or he who shops. Because advertising is strong and persuasive and packaging perhaps ever more persuasive – I am far from complaining about these facts – there is today a very developed market situation in Britain. A vastly wider range of goods is within reach of a vastly higher proportion of our people. The principle of protecting the consumer simply develops to meet the developing market.'

Mr. Alan Green (right) Minister of State, Board of Trade, welcoming Lord Ebbisham at the Board of Trade on April 29 when he met members of the London and Birmingham Chambers of Commerce Trade Mission before their departure for the U.S.S.R. on May 6,

## International Arrangement for the Classification of Trade Marks

THE UNITED KINGDOM has now acceded, with effect from April 15, 1963, to the Arrangement of Nice, 1957, concerning the international classification of goods and services to which trade marks apply. The following countries are already members of this Arrangement: Australia, Belgium, Czechoslovakia, Denmark, France, Germany, Israel, Italy, Lebanon, Monaco, Netherlands, Norway, Poland, Portugal, Spain, Sweden and Switzerland.

*GATT Meeting in Geneva*

# Background to the General Agreement on Tariffs and Trade

***Ministers from many of the 50 countries subscribing to the General Agreement on Tariffs and Trade (GATT) will meet in Geneva next week (May 16-21). They will consider the reduction or elimination of tariffs and other barriers to trade; measures for access to markets for agriculture and other primary products; and measures for the expansion of the trade of developing countries as a means of furthering their economic growth. This meeting marks the latest stage in the work of GATT for the reduction of tariffs and the freeing and expansion of world trade which it began in 1947.***

THE GENERAL AGREEMENT is essentially a set of rules and a code of conduct governing international trading relations. The United Kingdom is a founder-member of GATT, and has consistently supported its activities. The GATT provides both a stimulus to freer trading practices and a forum for consultation and negotiation between the parties to the Agreement. Outside the GATT a country has normally no rights to the benefits of freer trade achieved through it and has less influence on the behaviour of its trading partners.

The growing importance of the GATT is illustrated by the increase in its membership from 23 in 1948 to 50 in 1963. Its members now include all the free world's leading trading nations, accounting for about 80 per cent. of world trade. In addition, five countries have acceded provisionally, and arrangements have been made for special relations with three more. Fifteen countries which have acquired full independence since 1958 are applying the GATT on a *de facto* basis to the trade of member countries who apply it reciprocally to their trade, and several other countries are represented at GATT sessions by observers.

**Ministerial Meetings in May**

| May | |
|---|---|
| 9-10 | EFTA Council of Ministers, meeting in Geneva, are considering a new programme of action for EFTA. |
| 13-14 | Commonwealth Economic Consultative Council (Commonwealth Trade Ministers) will meet in Marlborough House, London, to exchange views on matters of common concern, including the forthcoming GATT trade and tariff negotiations. |
| 16-21 | GATT Ministers to meet in Geneva to consider:– (a) arrangements for the reduction or elimination of tariff and other barriers to trade; (b) measures for access to markets for agricultural and other primary products; (c) measures for the expansion of the trade of developing countries as a means of furthering their economic growth. |

**The Articles**

The basic principle of the GATT is the provision under which each contracting party extends most-favoured-nation treatment in the field of customs duties, charges and regulations to its trade with all other contracting parties. An exception is made for preferences – including preferences between Commonwealth countries – existing before the GATT came into force in 1948, but they cannot be increased beyond the levels then prevailing.

The GATT also lays down that rates of duty embodied in schedules of concessions (mostly negotiated bilaterally) shall not be exceeded. Under the most-favoured-nation principle these concessions are extended to all contracting parties.

The GATT, in principle, forbids the use of import and export restrictions but recognizes conditions in which it may be necessary for contracting parties to impose import restrictions temporarily to safeguard their balance of payments. In recent years there has been extensive relaxation of such quantitative restrictions. Many countries, including the United Kingdom, have disinvoked the GATT article under which such restrictions may be imposed for balance-of-payments reasons. The GATT also recognizes conditions in which a contracting party whose economy can only support low standards of living and which is in the early stages of development may temporarily restrict imports, not only to safeguard its balance of payments and maintain its reserves, but also to promote the establishment of an industry with a view to raising the general standards of living of its people.

Of the remaining GATT articles establishing fair rules of competition, the most important deal with dumping, subsidies, methods of customs valuation and marks of origin. In the case of dumping, the GATT requires that anti-dumping duties should normally be imposed only when it can be shown that the imports concerned are being sold at a price lower than the comparable price in the exporting country, and are also causing or threatening to cause material injury to the domestic industry in the importing country. Export subsidies which result directly or indirectly in the export of industrial products at a price lower than the normal domestic price in the exporting country are forbidden. In November 1962 14 leading industrial countries, including the United Kingdom, signed a declaration putting into effect the GATT provision prohibiting export subsidies.

Complaints by one GATT country against another which cannot be resolved in consultation between them may be referred to the contracting parties as a whole. Where a complaint concerns the impairment of a benefit which a contracting party would otherwise enjoy under the GATT, failure to achieve a satisfactory adjustment may lead to investigation by the contracting parties, who may in sufficiently serious circumstances even authorize the contracting party to retaliate.

A procedure exists whereby contracting parties can be absolved from applying in full the articles of GATT. This is known as a 'waiver'. It is not granted lightly, and requires the approval of two-thirds of those voting and at least one-half of all the contracting parties. Under another article a member may withhold GATT treatment from a newly-contracting party. In 1955 14 countries, including the United Kingdom, invoked this article against Japan on the grounds that they were not in a position at that time to expose their domestic industries to free competition with low-cost manufactures from Japan. Since then most of these countries have disinvoked this article. As a result of the Anglo-Japanese Treaty of Commerce, Establishment and Navigation which came into force on May 4, 1963, Britain and Japan are now in full GATT relations, though certain safeguards have been agreed upon bilaterally against the possibility of disruptive imports.

The articles of the GATT were formulated before the emergence of the European Economic Community, the European Free Trade Association and the Latin-American Free Trade Area, but they do not include some broad principles, governing the establishment of customs unions and free trade areas, which are intended to ensure that such groupings do not have a restrictive effect on the trade of other countries. The Treaty of Rome, the Stockholm Convention and the Montevideo treaty have all been submitted to the GATT

## GATT Meeting (*Continued*)

for examination in the light of the relevant articles. The contracting parties took note of the provisions of these new agreements but felt that it was too early to pronounce on their conformity with the articles. Meanwhile, the countries subscribing to these new regional arrangements have indicated their intention to work closely with the GATT and to contribute to the expansion of world trade.

### Towards Freer Trade

GATT's principal achievements have been the reduction and stabilization of tariffs and the reduction of other barriers to world trade, including import restrictions.

One of the major problems preventing liberalization has been the fear of disruption following unrestricted imports of low-cost manufactures from developing countries. Last year under the auspices of GATT an entirely fresh approach was made to ensure the orderly development and expansion of trade in cotton textiles. Under this five-year arrangement importing countries are progressively to increase their quota facilities for imported cotton textiles, while reserving their right, in the event of disruption, to limit imports to certain reasonable proportions. The United Kingdom has supported this arrangement, but owing to her existing liberal policy towards imports of cotton textiles could not herself undertake any new obligations to increase existing levels.

A substantial lowering of tariff barriers has been achieved as a result of five series of multilateral tariff negotiations during which contracting parties have agreed to lower or 'bind' tariffs in exchange for reciprocal advantages. The rounds of negotiations from 1947 to 1956 led to agreements reducing or stabilizing about 64,000 tariff rates. The latest round of tariff negotiations, known as the 'Dillon Round', was held in 1961-2. In it 19 countries concluded 27 bilateral agreements. In particular the United Kingdom, the United States and the EEC agreed to tariff reductions, generally of about one-fifth, covering a wide range of industrial goods. Under the most-favoured-nation principle these concessions were extended to all other GATT countries.

Hitherto the results of tariff negotiations have been limited both in the depth of cuts made and in the coverage of products affected. These limits have been partly due to the way in which the negotiations have been conducted – i.e. on a product-by-product basis – and also to the circumscribed powers accorded to the United States Government. In 1961 the ministers of member governments agreed to consider negotiating in future on the basis of linear or across-the-board reductions in countries' tariffs (i.e. with certain exceptions, a uniform cut across a whole range of tariffs). This new technique, which members hope to employ in the forthcoming Kennedy Round, could both extend the scope of the negotiations and make them easier to conduct. Moreover, under the 1962 Trade Expansion Act the United States President enjoys more extensive powers to cut United States tariffs in negotiations. It gives him general powers to reduce by half, with some exceptions, any rate of duty over a period of five years. In addition he has special powers in negotiations with the EEC to eliminate duties and import restrictions on agricultural and forestry products (both temperate and tropical) on certain conditions. A further provision, empowering the President to reduce or eliminate tariffs where the exports of the United States and the EEC together account for at least 80 per cent of total free world trade, now has little significance following the breakdown of Britain's negotiations to join the EEC.

The ministerial meeting opening next week in Geneva will make plans for the new round of negotiations. Shortly before then the Commonwealth trade ministers, meeting in London, will consider the contribution they can make to the success of the negotiations. Because of the domestic procedures required by United States legislation – e.g. United States Tariff Commission hearings about the products to be considered for tariff concessions – and the need for preliminary discussions between the United States and other governments, the tariff negotiations proper are not likely to start until early next year.

It is not yet clear how the negotiations will proceed, as much depends on the use the United States will make of the President's new powers and on the EEC's response. The United Kingdom, like her EFTA partners, has welcomed this new opportunity for reducing tariff barriers. We accept the principle the concept of a 50-per-cent. cut across the board and will work for the widest exchange of concessions, including satisfactory arrangements on agricultural and tropical products. The success of the Kennedy Round would ensure a substantial freeing of world trade and, of particular importance to Britain and EFTA, help to lessen the economic effects of a divided Europe.

Though the GATT has freed international trade from many restrictions, there remain the problems still effectively to be tackled, particularly those affecting trade in agriculture and other primary products, and the trade of developing countries. GATT has devoted considerable time through two special committees in studying these problems, but much remains to be done. The agricultural problem results from the conflicting interests of those countries that depend heavily on their agricultural exports and those industrial countries that protect their own farming communities by tariffs and subsidies in order to give them a fair standard of living. In many countries subsidization has resulted in surpluses of foodstuffs that have aggravated the situation. There is evidently a need to strike a balance, perhaps by commodity agreements, that will ensure an adequate income to the agriculture-exporting countries without at the same time disrupting the agricultural industries in the importing countries. Of equal urgency is the problem of the trade of developing countries. As stated in the report produced for GATT in 1958, under the chairmanship of Professor Haberler, the interests of the developing countries and those of the industrial countries should not be regarded as exclusive of one another. The improvement of the economies of the developing countries is essential if they are to serve as expanding markets for the exports of industrial countries.

Next week the ministers will be examining all these problems. The potential benefits of the Kennedy Round to industrial countries is obvious, but no less important is the need to extend the scope of GATT's practical achievements beyond the immediate interests of the highly industrialized countries. In the long run we should all benefit from this.

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## 'Stockholm Convention Examined'

A SERIES of articles on the Stockholm Convention has been issued by the EFTA Secretariat in Geneva as an 80-page pamphlet, 'Stockholm Convention Examined'.

Originally published in the *EFTA Bulletin* under this title, the articles have been revised and brought up to date. Subjects covered include the basic assumptions and structure of the convention, the purposes of the association, the council and its procedures, the operation of the free trade area, rules of competition, security exceptions and escape clauses, and the problem of agriculture and fish.

The pamphlet is available free from the EFTA Information Office, 32 Chemin des Colombettes, Geneva, Switzerland.

## Business Monitor: Production Series

THE FOLLOWING titles and issues of Business Monitor Production Series are now available, and copies may be obtained by annual subscription from H.M. Stationery Office, P.O. Box 569, London, S.E.1:

**Monthly** at £1 a year, post free:
*Office Machinery for January* 1963.
*Salt for January* 1963.
*Industrial Fork Lift & Works Trucks & Tractors for February* 1963.
*Railway Carriages & Wagons for February* 1963.
*Refrigerating Machinery for February* 1963.
*Cars & Commercial Vehicles for March* 1963.

**Quarterly** at 7s. 6d. a year, post free:
*Hosiery & Other Knitted Goods for November* 1962-*January* 1963.

## Gold Reserves in April

H.M. TREASURY announce that the gold and convertible currency reserves rose by £12 million to stand at £1,017 million on April 30, 1963.

## Open General Licence for Aluminium Scrap and Metallic Residues

AT THE REQUEST of the Ministry of Aviation the Board of Trade announce that arrangements have been made to permit the continued export of specified types of aluminium scrap and metallic residues.

An Open General Licence has been issued permitting the export to any destination during the period May 17, 1963, to August 16, 1963, of aluminium scrap and residues as detailed below:

(1) Scrap and old metal being material wholly or mainly by weight of aluminium or alloys containing 70 per cent. or more by weight of aluminium, other than:
  (i) scrap wrought material (including foil);
  (ii) scrap comprised of articles consisting wholly or mainly by weight of wrought material;
  (iii) unused cast scrap;
  (iv) swarf, turnings, millings, borings and routings;
(2) Metallic residues, the following:
  (i) Aluminium skimmings and dross;
  (ii) Aluminium ball mill dust.

Inquiries about this Licence should be made to the Export Licensing Branch, Board of Trade, Gavrelle House, Bunhill Row, London, E.C.1. (Tel. Monarch 4071). Copies of the Open General Licence (price 3d., by post 5½d.) will be obtainable from H.M. Stationery Office.

**Note:**

The new Open General Licence allows for a further period of three months the continued free export of certain specified types of aluminium scrap and metallic residues. The current Open General Licence covers the period from February 17, 1963, to May 16, 1963, and details of it were given in the *Board of Trade Journal* dated February 1, 1963, page 252.

## Marking of Imported Stationers' Sundries and School Rules

THE public inquiry, which was to have been held by the Standing Committee set up under the Merchandise Marks Act, 1926 on May 14, 1963, has been postponed. A new date for the inquiry will be published as soon as possible.

It was announced in the *Board of Trade Journal* of April 26, 1963 (page 933) that the Standing Committee would consider at the public inquiry an application to vary the Orders in Council made under the Merchandise Marks Act, 1926 in respect of imported stationers' sundries and school rules.

Communications regarding this notice should be addressed to the Secretary, Merchandise Marks Committee, Board of Trade, Room 1103, Horse Guards Avenue, London, S.W.1 (Tel.: Trafalgar 8855, Ext. 2264).

## Dealers in Securities

THE FOLLOWING amendment was made during April to the list of Licensed Dealers in Securities under Section 3 of the Prevention of Fraud (Investments) Act, 1958:

| | |
|---|---|
| Change of Address | The White Ensign Association Ltd. |
| Delete: | 54/6, Coleman Street, London, E.C.2. |
| Insert: | Suffolk House, 5, Laurence Pountney Hill, London, E.C.4. |

## Rubber Stockpile Disposals

THE AVERAGE market price in April having been less than 23½ pence a pound 700 tons of rubber from the Board of Trade's stockpile has been sold this month for delivery as follows:

June 120 tons
July 295 tons
August 285 tons

Approximately 9,300 tons of rubber remains in the stockpile.

## Applications for Temporary Exemption from Import Duty

THE BOARD OF TRADE are considering applications for the temporary exemption from import duty of the materials listed below on the grounds that these materials are not made in this country or the Commonwealth or the supply available from these sources is not substantial having regard to the existing United Kingdom demand.

Representations are invited from manufacturers in this country or agents of Commonwealth manufacturers who consider they are, or will be within a reasonable period, in a position to supply a substantial proportion of the United Kingdom demand for these materials, or who are interested in their future production.

Temporary exemptions come into effect on the operative date of the Treasury Order in which the materials are specified and normally continue until the end of the current calendar year, when they are reviewed.

Letters, giving the respective reference shown below, should be addressed to Tariff and Import Policy Division, Board of Trade, Horse Guards Avenue, London, S.W.1, preferably through a Trade Association, and should be received by May 24, 1963.

| Tariff heading | Proposed definition for tariff purposes | Applied for as | Exemption required until | Reference |
|---|---|---|---|---|
| 29.02 | Decachlorodicyclopenta - 2 : 4 - dienyl. | Bis (pentachlorocyclopentadienyl) PENTAC (HRS-16). | December 31, 1963 | 6079 |
| 29.04 | Hexadecyl alcohol, mixed isomers, with a freezing point not greater than —40° centigrade. | Hexadecyl alcohol. | December 31, 1963 | 6106 |
| 29.21 | *OO* - Dimethyl *O* -4-nitro - *m* - tolyl phosphorothioate. | Sumithion. | December 31, 1963 | 6142 |
| 29·22 | *N*-Oct.-2-yl-*N'*-phenyl-*p*-phenylenediamine. | N-phenyl-N' octyl-p-phenylene diamine. | December 31, 1963 | 6081 |

## Britain's Business Visitors Up by Three-quarters in Last Five Years

THE NUMBER of people visiting Britain each year on business has risen by more than three-quarters in the last five years, reports the British Travel and Holidays Association, Britain's official tourist organization.

In 1957, 174,000 visitors came to this country wholly or partly on business. In 1962, the corresponding total was 307,000. These figures are shown in the results of a survey carried out last year by the BTHA in co-operation with the Institute of Directors.

Survey inquiries ranged over a large field and covered visitors' previous knowledge of the attractions of the area they were visiting, the amount of leisure time available for sightseeing, how such time was organized and reactions to Britain as a host country.

It was found that business visitors travel to all parts of the country – particularly Scotland, the North of England and the Midlands, where most of Britain's heavy industry is located. The survey results, says the Association, will help the British tourist industry in catering for these high-spending, short-stay visitors.

## BTHA's Seven Language Invitation

A SWEEPING invitation to Europeans to 'Come to Britain' this year has been made by the British Travel and Holidays Association with the Continent-wide distribution of an all-colour publication called *See Britain* 1963.

Separate editions of this 48-page, magazine-format publication have been printed in German, French, Italian, Dutch, Swedish, Danish and Norwegian. Over 300,000 copies have been distributed throughout Europe, free of charge, through travel agents, British European Airways, the BTHA's own overseas offices and extensive Press advertising.

# The Economy—Selected Indicators

Series expressed as index numbers and seasonally adjusted except where otherwise shown

| | GROSS DOMESTIC PRODUCT (expenditure estimates) | INDEX OF INDUSTRIAL PRODUCTION | CONSUMERS' INCOME AND EXPENDITURE | | | | FIXED CAPITAL EXPENDITURE | | | | | CHANGES IN STOCKS | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | | | Personal disposable income | Total consumers' expenditure | | Retail sales | Total | Selected components: Manufacturing industry | Distributive and service industries | Dwellings | Public sector excluding dwellings | Total | Selected components: Manufacturing industry | Wholesalers | Retailers |
| | at 1958 prices | | at current prices | | at 1958 prices | at 1961 prices | at 1958 prices | | | | | at 1958 prices | | | |
| Base of index | 1958 | 1958 | 1958 | 1958 | 1958 | 1961 | 1958 | 1958 | 1958 | 1958 | 1958 | series shown in £ million | | | |
| Value in base year, £m. | 20,029 | — | 16,029 | 15,271 | 15,271 | 9,095 | 3,493 | 922 | 699 | 591 | 1,205 | | | | |
| 1958 | 100 | 100 | 100 | 100 | 100 | | 100 | 100 | 100 | 100 | 100 | + 99 | + 36 | +14 | +16 |
| 1959 | 103 | 105 | 106 | 105 | 104 | | 108 | 94 | 114 | 113 | 109 | +173 | + 73 | +15 | +48 |
| 1960 | 108 | 112 | 114 | 110 | 108 | | 118 | 110 | 124 | 129 | 114 | +590 | +520 | +48 | +35 |
| 1961 | 111 | 114 | 121 | 115 | 110 | 100 | 128 | 130 | 132 | 136 | 122 | +292 | +230 | +36 | + 5 |
| 1962 | 111 | 115 | 126 | 120 | 112 | 101 | 126 | 115 | 124 | 139 | 127 | + 99 | + 42 | — 4 | +39 |
| 1961 | | | | | | | | | | | | | | | |
| 3rd Quarter | 112 | 115 | 122 | 116 | 110 | 100 | 133 | 135 | 139 | 139 | 126 | + 29 | + 53 | — 8 | —24 |
| 4th Quarter | 111 | 113 | 123 | 116 | 110 | 100 | 127 | 130 | 128 | 139 | 118 | + 54 | + 64 | — 1 | —11 |
| 1962 | | | | | | | | | | | | | | | |
| 1st Quarter | 109 | 113 | 124 | 117 | 110 | 100 | 125 | 122 | 118 | 135 | 127 | — 19 | — 32 | —16 | +32 |
| 2nd Quarter | 112 | 116 | 125 | 121 | 112 | 100 | 128 | 120 | 129 | 141 | 127 | + 39 | + 32 | —10 | —12 |
| 3rd Quarter | 111 | 117 | 126 | 121 | 112 | 101 | 127 | 111 | 131 | 146 | 126 | + 66 | + 34 | +20 | Nil |
| 4th Quarter | 110 | 114 | 128 | 122 | 113 | 101 | 122 | 106 | 116 | 134 | 129 | + 13 | + 8 | + 2 | +19 |
| 1963 | | | | | | | | | | | | | | | |
| 1st Quarter | | | | | | 101 | | | | | | | | | |
| 1962 | | | | | | | | | | | | | | | |
| August | .. | 117 | .. | .. | .. | 102 | .. | .. | .. | .. | .. | .. | .. | .. | .. |
| September | .. | 117 | .. | .. | .. | 102 | .. | .. | .. | .. | .. | .. | .. | .. | .. |
| October | .. | 115 | .. | .. | .. | 100 | .. | .. | .. | .. | .. | .. | .. | .. | .. |
| November | .. | 115 | .. | .. | .. | 102 | .. | .. | .. | .. | .. | .. | .. | .. | .. |
| December | .. | 112 | .. | .. | .. | 101 | .. | .. | .. | .. | .. | .. | .. | .. | .. |
| 1963 | | | | | | | | | | | | | | | |
| January | .. | 106 | .. | .. | .. | 102 | .. | .. | .. | .. | .. | .. | .. | .. | .. |
| February | .. | 110* | .. | .. | .. | 100 | .. | .. | .. | .. | .. | .. | .. | .. | .. |
| March | | | | | | 102 | | | | | | | | | |

| | ORDERS | | PRICES AND COSTS | | | | | LABOUR | | | | | | IMPORTS | EXPORTS | BALANCE OF PAYMENTS: current balance |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Engineering industries: orders on hand† | Textiles and clothing industries: orders on hand† | Index of retail prices: Index† | Index of retail prices: % change on year earlier | Wholesale price index: non-food manufacturing industry: Basic materials and fuel used† | Wholesale price index: non-food manufacturing industry: Manufactured products: home sales† | Hourly wage rates: all industries and workers† | Wholly unemployed excluding school-leavers: Mid-month or monthly average† | Wholly unemployed excluding school-leavers: Change from previous period† | Wholly unemployed excluding school-leavers: Normal seasonal change | Unfilled vacancies for adults: Mid-month or monthly average† | Unfilled vacancies for adults: Change from previous period† | Unfilled vacancies for adults: Normal seasonal change | at current prices | at current prices | |
| | at 1958 prices | | | | | | | series shown in thousands | | | | | | | | |
| Base of index | Dec. 1958 | Apr. 1959 | Jan. 17, 1956 (Derived series from January, 1963) | | 1954 | 1954 | Jan. 31, 1956 | | | | | | | 1958 | 1958 | series shown in £ million |
| Value in base year, £ m. | .. | .. | — | | — | — | — | | | | | | | 3,748 | 3,176 | |
| 1958 | 100 | .. | 109·0 | +3·0 | 102·8 | 113·4 | 114·3 | 402 | +113 | .. | 136 | —49 | .. | 100 | 100 | +329 |
| 1959 | 101 | 135 | 109·6 | +0·6 | 103·4 | 114·3 | 117·4 | 433 | + 31 | .. | 157 | +21 | .. | 106 | 105 | +114 |
| 1960 | 117 | 136 | 110·7 | +1·0 | 104·5 | 116·0 | 122·5 | 337 | — 96 | .. | 212 | +55 | .. | 121 | 112 | —308 |
| 1961 | 120 | 104 | 114·5 | +3·4 | 104·4 | 119·1 | 130·3 | 305 | — 32 | .. | 213 | + 1 | .. | 117 | 116 | — 72 |
| 1962 | 114* | 100* | 119·3 | +4·2 | 103·0 | 120·6 | 136·2 | 419 | +114 | .. | 149 | —64 | .. | 120 | 119 | + 67 |
| 1961 | | | | | | | | | | | | | | | | |
| 3rd Quarter | 124 | 107 | 115·3 | +4·2 | 104·6 | 119·4 | 130·7 | 262 | — 20 | —34 | 236 | — 5 | + 7 | 115 | 117 | + 12 |
| 4th Quarter | 120 | 104 | 116·6 | +4·3 | 103·4 | 119·6 | 132·3 | 339 | + 77 | +49 | 175 | —61 | —32 | 115 | 115 | — 1 |
| 1962 | | | | | | | | | | | | | | | | |
| 1st Quarter | 121 | 98 | 117·7 | +4·7 | 104·0 | 120·2 | 133·7 | 408 | + 69 | +42 | 150 | —25 | — 7 | 117 | 116 | + 19 |
| 2nd Quarter | 120 | 99 | 120·2 | +5·6 | 103·3 | 120·3 | 135·6 | 387 | — 21 | —57 | 172 | +22 | +32 | 120 | 121 | + 31 |
| 3rd Quarter | 119 | 92 | 119·7 | +3·8 | 102·2 | 120·8 | 137·3 | 390 | + 3 | —34 | 156 | —16 | + 7 | 123 | 121 | — 19 |
| 4th Quarter | 114* | 100* | 119·6 | +2·6 | 102·5 | 121·1 | 138·3 | 491 | +101 | +49 | 120 | —36 | —32 | 120 | 120 | + 36 |
| 1963 | | | | | | | | | | | | | | | | |
| 1st Quarter | | | 121·4 | +3·1 | 103·5* | 121·1* | 139·4 | 627 | +136 | —58 | 113 | — 7 | +33 | 120 | 123 | |
| 1962 | | | | | | | | | | | | | | | | |
| August | 119 | 93 | 119·4 | +3·2 | 102·0 | 120·8 | 137·3 | 392 | + 21 | + 9 | 154 | —13 | — 8 | 124 | 117 | .. |
| September | 119 | 92 | 119·3 | +3·3 | 101·9 | 121·1 | 137·5 | 407 | + 15 | +13 | 147 | — 7 | — 8 | 120 | 123 | .. |
| October | 118* | 98* | 119·1 | +2·9 | 102·1 | 121·1 | 137·6 | 456 | + 49 | +26 | 131 | —16 | —11 | 124 | 127 | .. |
| November | 116* | 101* | 119·6 | +2·3 | 102·6 | 121·1 | 138·5 | 497 | + 41 | +18 | 118 | —13 | —14 | 118 | 115 | .. |
| December | 114* | 100* | 120·2 | +2·6 | 102·9 | 121·0 | 138·8 | 520 | + 23 | — 1 | 110 | — 8 | —12 | 117 | 119 | .. |
| 1963 | | | | | | | | | | | | | | | | |
| January | 115* | 100* | 120·7 | +2·7 | 103·6* | 121·1* | 139·1 | 605 | + 85 | +41 | 108 | — 2 | — 1 | 116 | 117 | .. |
| February | 117* | 100* | 121·7 | +3·5 | 103·3* | 121·2* | 139·4 | 647 | + 42 | + 2 | 110 | + 2 | + 6 | 122 | 121 | .. |
| March | | | 121·8 | +3·1 | 103·7* | 121·2* | 139·6 | 628 | — 19 | —19 | 122 | +12 | +10 | 123 | 132 | .. |
| April | | | | | | | | 553 | — 75 | — 20 | 138 | + 16 | + 14 | | | |

†NOT seasonally adjusted. *Provisional.

# Steel Companies' Results Affect Company Profits Figures

BETWEEN JANUARY 1, and March 31, 1963, the Board of Trade's Statistics Division received accounts from 363 quoted companies for their accounting years ending in April, 1962, or later. These companies number about one-sixth of all the quoted companies engaged mainly in manufacturing and distribution in the United Kingdom whose accounts are analysed by the Board of Trade (companies with assets of less than £0.5 million are no longer included in the analysis) but they account for nearly one-quarter of total income and assets; thus the companies whose accounts are analysed in the present article are, on average, a little larger than the typical quoted company. Many steel companies and breweries have autumn accounting dates and their accounts for 1962 are included in the analysis, and the tobacco industry is also over-represented compared with the weight it would carry in an annual analysis.

As in the analysis of accounts received up to December 31, 1962,* the chemical and paper industries are under-represented. Of the 363 accounts analysed, 127 related to a year ending in September, 118 to December, and the remainder were spread over the remaining months between April and December, 1962, with a handful relating to January and February, 1963. Thus the accounts can be taken, very roughly, to represent experience during the year ending in September/October, 1962. Table A shows the pattern of the accounts in the present analysis in terms of their accounting dates and the date the accounts were received by the Board of Trade. Table B shows how the industrial distribution of assets of the companies whose accounts are now analysed compares with the industrial pattern of quoted companies as a whole.

### The Trend of Company Income

Gross trading profits of the companies at £484 million were 4 per cent. lower than they were in 1961 against the 10 per cent. fall of companies whose accounts were received by the end of December, 1962; gross trading profits of all companies, as estimated in the national income accounts, amounted to £3,404 million in the year ended September, 1962 and showed a similar fall of 4 per cent. over the figure for the preceding twelve months.

Industry by industry, the trend in profits was fairly similar to that shown by accounts received in the previous quarter. Once again, the fall in trading profits was particularly heavy in metal manufacturing (from £129 million in 1961 to £99 million in 1962) and textiles (£38 million to £29 million). But the vehicles industry showed a substantial rise in income compared with 1961 – from £22 million to £27 million; firms classified to this industry showed a sharp fall in profits in the last report. The good results reported by some of the large electrical engineering companies and by companies engaged in producing building materials etc. also marked a change in trend. On the other hand the latest reports from companies classified to paper, printing and publishing show a downward trend in profits which was not apparent in the accounts received up to the end of 1962.

### Companies' cash flow

Income appropriations showed much the same trend as was apparent in the accounts of companies reporting before the end of 1962. Tax appropriations, though falling by £14 million, represented the same proportion of trading profit in both years. Provisions for depreciation increased from £119 million to £134 million and dividend distributions showed a small increase; as a result the amount retained in reserves (excluding depreciation provisions) was only 19 per cent. of gross income. The cash flow (depreciation provisions plus the amount retained in reserves, including the proportion due to minority interests) available to finance companies' expansion amounted to 44 per cent. of the gross income so far reported for the year 1962, the same as in 1960 and 1961, the rise in depreciation provisions being offset by a fall in retained profits. Details of the appropriation of company income are shown in Table 1.

Stock building showed a very marked decline, from an investment in stocks of £61 million in 1961 to a reduction of £4 million in 1962. There was a sharp run-down in stocks among the steel companies and only the electrical and retailing trades recorded higher stock building than in 1961. Expenditure on acquiring subsidiaries also fell sharply from £51 million in 1961 to only £8 million in 1962 and £20 million less was spent on fixed assets. However, new trade and other credit granted exceeded by £5 million new trade credit received, although this did little to balance the other decreases in expenditure. Company liquidity continued to suffer pressure from the fall in internally generated funds and liquid assets fell by £25 million, about 12 per cent. of holdings at the beginning of the accounting year.

### Equities Give Way to Loan and Preference Capital

Amounts owing to the banks showed a small increase between 1961 and 1962 from £482 million to £498 million. Companies continued to fund much of their demands for resources and of the £77 million new money which they raised, long-term loans and preference shares accounted for 80 per cent., emphasizing the trend

**TABLE A**

**Spread of Accounting Dates**

Number of Companies

| | Accounting Year ending in month shown | Accounts received by Statistics Division in month shown |
|---|---|---|
| 1962 April | 10 | — |
| May | 6 | — |
| June | 24 | — |
| July | 8 | — |
| August | 10 | — |
| September | 127 | — |
| October | 33 | — |
| November | 14 | — |
| December | 118 | — |
| 1963 January | 10 | 102 |
| February | 3 | 84 |
| March | — | 177 |
| Total | 363 | 363 |

**TABLE B**

**Industrial Distribution of Company Assets, 1961**

£ million
(Percentage of total in brackets)

| | Net assets in 1961 of companies included in present analysis (363 companies) | | Net assets in 1961 of all companies included in annual analysis (1,974 companies) | |
|---|---|---|---|---|
| Metal manufacture | 852 | (29) | 1,349 | (10) |
| Drink | 372 | (13) | 1,074 | (8) |
| Tobacco | 229 | (8) | 348 | (3) |
| Chemical and allied | 219 | (7) | 1,874 | (14) |
| Non-electrical engineering | 212 | (7) | 1,080 | (8) |
| Textiles | 211 | (7) | 977 | (7) |
| Retail distribution | 135 | (5) | 894 | (7) |
| Electrical engineering | 136 | (5) | 945 | (7) |
| Vehicles | 115 | (4) | 836 | (6) |
| Food | 96 | (3) | 584 | (4) |
| Wholesale distribution | 75 | (3) | 480 | (4) |
| Other industries | 307 | (10) | 3,179 | (23) |
| Total | 2,959 | (100) | 13,620 | (100) |

**TABLE C**

£ million

| | 1961 | 1962 |
|---|---|---|
| **Uses of Funds** | | |
| Increase in value of stocks | 61 | —4 |
| Increase in net trade and other credit | — | 5 |
| Expenditure on fixed assets | 335 | 315 |
| Expenditure on acquiring subsidiaries | 51 | 8 |
| | 447 | 324 |
| **Sources of Funds** | | |
| Depreciation provisions and balance retained in reserves | 218 | 218 |
| Increase in amount owing to banks | 28 | 17 |
| Additions to tax and dividend accruals | 25 | —23 |
| Receipts from issues of ordinary shares | 100 | 15 |
| Receipts from issues of preference shares and long-term loans | 34 | 62 |
| Fall in holdings of cash and marketable securities, etc. | 35 | 25 |
| Other items and adjustments | 7 | 10 |
| | 447 | 324 |

* See *Board of Trade Journal*, February 15.

## Quoted Companies — Appropriation of Income

Accounts received between January 1 and March 31, 1963

TABLE 1 £ thousand

| | Manufacturing and Distribution | | Manufacturing Industries | |
|---|---|---|---|---|
| | 1961 | 1962 | 1961 | 1962 |
| Number of companies (a) | 363 | 363 | 280 | 280 |
| Trading profit (before depreciation and other provisions) | 502,797 | 483,518 | 427,926 | 402,852 |
| *Less* provision for depreciation | 119,053 | 134,195 | 107,006 | 120,752 |
| *Less* other provisions | 4,733 | 3,866 | 4,268 | 3,475 |
| Trading profit | 379,011 | 345,457 | 316,652 | 278,625 |
| *Plus* income from investments | 22,621 | 22,280 | 21,201 | 20,514 |
| *Plus* other income | 5,739 | 6,821 | 5,639 | 6,751 |
| *Less* interest on long-term liabilities | 21,492 | 22,666 | 20,856 | 21,825 |
| Net income (before taxation) | 385,879 | 351,892 | 322,636 | 284,065 |
| *Less* taxation | 178,780 | 165,083 | 144,706 | 129,527 |
| Net income (after taxation) | 207,099 | 186,809 | 177,930 | 154,538 |
| *Plus* prior year adjustments: | | | | |
| Tax | 4,547 | 6,356 | 3,582 | 5,261 |
| Other | 1,438 | 212 | 1,374 | —617 |
| Disposable income | 213,084 | 193,377 | 182,886 | 159,182 |
| *Less* dividends (net): | | | | |
| Ordinary | 91,041 | 93,024 | 73,133 | 74,254 |
| Preference, etc. | 6,495 | 6,520 | 5,687 | 5,692 |
| *Less* share due to minority interest | 3,223 | 3,309 | 3,060 | 3,266 |
| Balance retained in reserves | 112,325 | 90,524 | 101,006 | 75,970 |

(a) The 1961 figures include companies which were independent in that year but which were acquired in 1962 by another company in the population.

## Quoted Companies — Balance Sheet Summary

Accounts received between January 1 and March 31, 1963

TABLE 2 £ thousand

| | Manufacturing and Distribution | | Manufacturing Industries | |
|---|---|---|---|---|
| Balance sheet at end of year | 1961 | 1962 | 1961 | 1962 |
| Fixed assets: | | | | |
| Tangible fixed assets, net | 1,855,958 | 2,022,402 | 1,669,789 | 1,818,771 |
| Goodwill, etc. | 80,043 | 82,326 | 75,214 | 77,090 |
| Trade investments | 89,957 | 116,584 | 82,503 | 107,269 |
| Investments in unconsolidated subsidiaries | 9,184 | 5,873 | 6,840 | 4,002 |
| Total fixed assets | 2,035,142 | 2,227,185 | 1,834,346 | 2,007,132 |
| Current assets: | | | | |
| Stocks and work-in-progress | 984,777 | 981,190 | 895,156 | 890,453 |
| Trade debtors | 643,695 | 658,810 | 559,193 | 579,675 |
| Other debtors | 3,162 | 10,728 | 2,740 | 10,075 |
| Marketable securities | 102,363 | 91,839 | 86,573 | 72,378 |
| Tax reserve certificates | 50,366 | 35,465 | 43,793 | 28,087 |
| Cash | 132,410 | 134,459 | 97,008 | 95,736 |
| Total current assets | 1,916,773 | 1,912,491 | 1,684,463 | 1,676,404 |
| *Less* current liabilities: | | | | |
| Bank overdrafts and loans | 173,490 | 189,862 | 148,973 | 169,622 |
| Trade creditors | 481,871 | 497,795 | 412,503 | 426,827 |
| Other creditors | 32,013 | 34,300 | 30,497 | 33,386 |
| Dividends and interest due | 64,227 | 66,762 | 51,282 | 53,025 |
| Current taxation | 208,378 | 182,159 | 175,837 | 145,816 |
| Provisions | 32,487 | 33,994 | 30,191 | 31,436 |
| Total current liabilities | 992,466 | 1,004,872 | 849,283 | 860,112 |
| Net current assets | 924,307 | 907,619 | 835,180 | 816,292 |
| Total net assets | 2,959,449 | 3,134,804 | 2,669,526 | 2,823,424 |
| *Less* future tax reserves | 121,535 | 110,308 | 97,354 | 85,923 |
| *Less* long-term loans | 443,955 | 505,898 | 430,198 | 490,863 |
| *Less* minority interest in subsidiaries | 47,567 | 44,538 | 45,565 | 42,800 |
| Shareholders' interest in total net assets | 2,346,392 | 2,474,060 | 2,096,409 | 2,203,838 |
| Represented by: | | | | |
| Issued share capital: | | | | |
| Ordinary shares | 959,819 | 989,177 | 843,256 | 867,834 |
| Preference, etc., shares | 184,299 | 185,375 | 161,599 | 162,439 |
| Capital and revenue reserves | 1,102,274 | 1,299,508 | 1,091,554 | 1,173,565 |
| Contracts for capital expenditure not provided for | 182,814 | 129,024 | 169,543 | 114,286 |
| Accumulated depreciation on fixed assets | 816,389 | 906,203 | 747,717 | 826,878 |

shown in the analysis of companies reporting up to the end of 1962. Table C summarises the position, which is shown in greater detail in Table 3.

### Notes and Definitions

Tables 1-3 present the second analysis of accounts for the "year" 1962 (with comparable figures for 1961) based on accounts received by the Board of Trade up to the end of March 1963. Accounts for the year 1962 – that is, accounts for companies' years ending between April 6, 1962 and April 5, 1963 – will continue to be analysed as they are received and the results aggregated and published at quarterly intervals.

The figures are not quarterly in the sense of representing experience during a quarter; a company's accounts relate to a year's experience and the average period reflected in an aggregation of

(*Continued on next page*)

## Quoted Companies — Sources and Uses of Capital Funds During Year

TABLE 3 Accounts received between January 1 and March 31, 1963 £ thousand

| | Manufacturing and Distribution | | Manufacturing Industries | |
|---|---|---|---|---|
| | 1961 | 1962 | 1961 | 1962 |
| **Sources of funds:** | | | | |
| Receipts from issues of: | | | | |
| Long-term loans | 32,155 | 60,576 | 27,993 | 59,562 |
| Ordinary shares | 99,868 | 14,763 | 95,551 | 12,901 |
| Preference, etc., shares | 1,629 | 1,208 | 1,300 | 971 |
| Total loan and share capital issued | 133,652 | 76,547 | 124,844 | 73,434 |
| Increase in amount owing to: | | | | |
| Banks | 28,014 | 17,262 | 30,492 | 21,539 |
| Trade creditors | 29,327 | 15,458 | 22,198 | 14,326 |
| Other creditors | —666 | 2,293 | —36 | 2,895 |
| Addition to accruals: | | | | |
| Tax | 26,756 | —25,794 | 22,221 | —29,596 |
| Dividends and interest | —2,077 | 2,530 | —2,217 | 1,738 |
| Total increase in credit received | 81,354 | 11,749 | 72,658 | 10,902 |
| Balance retained in reserves | 112,325 | 90,524 | 101,006 | 75,970 |
| Provisions out of income for depreciation, etc. | 123,786 | 113,061 | 111,274 | 124,227 |
| Additions to future tax reserves | —18,439 | —10,528 | —20,960 | —10,874 |
| Total addition to reserves and provisions | 217,672 | 218,057 | 191,320 | 189,323 |
| Increase in liability to minority shareholders | 6,609 | —3,403 | 6,518 | —3,176 |
| Surplus on disposal of fixed assets | 7,329 | 19,515 | 5,496 | 16,661 |
| Other receipts on capital account | 1,250 | 469 | 1,058 | 369 |
| Total of other sources | 15,188 | 16,581 | 13,072 | 13,854 |
| **Total sources of funds** | 447,866 | 322,934 | 401,894 | 287,513 |
| **Uses of funds:** | | | | |
| Expenditure on: | | | | |
| Tangible fixed assets | 322,095 | 286,796 | 293,642 | 259,301 |
| Goodwill and other intangibles | 1,207 | 1,560 | 1,261 | 1,244 |
| Trade investments | 11,734 | 27,060 | 10,038 | 25,194 |
| Total expenditure on fixed assets | 335,036 | 315,416 | 304,941 | 285,739 |
| Increase in value of: | | | | |
| Stocks | 61,423 | —3,580 | 60,905 | —5,133 |
| Trade debtors | 28,828 | 14,987 | 22,736 | 20,354 |
| Other debtors | —410 | 7,551 | —266 | 7,320 |
| Total increase in stocks and debtors | 89,841 | 18,958 | 83,375 | 22,541 |
| Expenditure out of provisions | 2,287 | 3,052 | 1,814 | 2,324 |
| Other expenditure on capital account | 5,824 | 5,048 | 5,599 | 3,987 |
| Expenditure on acquisition of subsidiaries | 50,875 | 8,060 | 45,514 | 9,797 |
| Adjustments due to consolidation | —1,083 | —6,154 | —92 | —7,006 |
| Total of other uses | 57,903 | 10,006 | 52,835 | 9,102 |
| **Total uses of funds** | 482,780 | 344,380 | 441,151 | 317,382 |
| **Balance represented by:** | | | | |
| Increase in holdings of: | | | | |
| Marketable securities | —17,944 | —12,298 | —22,666 | —15,662 |
| Tax reserve certificates | 536 | —14,901 | —927 | —15,706 |
| Cash | —17,795 | 2,129 | —15,967 | —1,190 |
| Residual and other adjustments | 289 | 3,624 | 303 | 2,689 |
| **Total balancing items** | —34,914 | —21,446 | —39,257 | —29,869 |

### Readership Surveys

'Readership Profiles of Mass Media' is the second in a series of booklets on aspects of IPA National Readership Surveys, jointly edited by Mark Abrams and J. A. P. Treasure. Copies: Institute of Practitioners in Advertising, 44 Belgrave Square, London, S.W.1. Annual subscription £15 15s. (£12 12s. to member-agencies and contributors).

company accounts will depend on the spread of accounting dates represented by the accounts. In general, accounts received in a later quarter will tend to represent annual experience centred on a later date than those received in an earlier quarter; but since there is a seasonal pattern in industrial accounting dates, comparisons between figures published in successive quarters will reflect these seasonal factors as well as the underlying 'annual' trend of company finance which is centred in the figures derived from the accounts received during the quarter. There is also great variability in experience between companies and this can influence the comparisons between figures for different quarters.

Detailed figures for each of twenty-two industry groups will be published as they become available from quarter to quarter in the Ministry of Labour's **Statistics on Incomes, Prices, Employment and Production.** The March issue of this publication contains an industrial analysis of accounts for the year 1961 received by the Board of Trade up to September, 1962. The June issue will contain an industrial analysis of the figures published in the present article.

The companies included are those with assets of £0.5 million or more or income of £50,000 or more whose shares were quoted on a United Kingdom stock exchange at the end of 1960 and which are mainly engaged in the United Kingdom in manufacturing, distribution, construction, transport and certain other services. Companies whose main interests are in agriculture, shipping, insurance, banking, finance and property and those operating wholly or mainly overseas are not included. Wherever possible the accounts used in the analysis are the consolidated accounts of groups of companies, including the balance sheets and the profit and loss accounts of subsidiary companies within each group.

The statistics are not therefore confined to activities in the United Kingdom since over one-quarter of the companies are known to have subsidiaries operating overseas whose accounts are consolidated with those of the group. The 1961 figures include companies which were independent in that year but which were acquired in 1962 by another company in the population.

## New and Revised British Standards

RECENT British Standards published are listed below. Copies are obtainable from the British Standards Institution, British Standards House, 2 Park Street, London, W.1.

| B.S. | Particulars | Price |
|---|---|---|
| | | s. d. |
| 1000 C : 1963 | Guide to the Universal Decimal Classification (UDC) | 15 0 |
| 1121 : — | Methods for the analysis of iron and steel 1121, Part 43 : 1963 Alumina in iron ores and slags | 3 0 |
| 1747 : — | Measurement of air pollution 1747 Part 3 : 1963 Determination of sulphur dioxide | 4 0 |
| 3585 : — | The performance of bump test machines for testing electronic equipment | 4 0 |
| 3589 : 1963 | Glossary of general building terms | 7 6 |
| 3591 : 1963 | Industrial methylated spirits | 3 0 |
| 3598 : — | Recommendations for criticality safety in handling and processing fissile materials | 3 0 |
| REVISED BRITISH STANDARDS: | | |
| 265 : 1963 | Cold rolled brass sheet, strip and foil. Common brass | 5 0 |
| 341 : — | Valve fittings for compressed gas cylinders | 6 0 |
| 374 : 1963 | Copper-nickel sheet, strip and foil | 6 0 |
| 407 : 1963 | Phosphor bronze (copper-tin-phosphorus) sheet and foil | 6 0 |
| 690 : 1963 | Asbestos-cement slates and sheets | 7 6 |
| 790 : 1963 | Nickel silver sheet, strip and foil, 10-30% nickel content | 6 0 |
| 1105 : 1963 | Unreinforced wood wool slabs up to 3 in. thick | 4 0 |
| 1716 : 1963 | Cycle stands | 5 0 |
| 1723 : 1963 | Brazing | 7 6 |
| 2011 : 1963 | Basic methods for the climatic and durability testing of components for telecommunication and allied electronic equipment | 42 0 |
| 2052 : 1963 | Ropes made from coir, hemp, manila and sisal | 17 6 |
| 2512 : 1963 | Gas-heated catering equipment | 20 0 |
| 2601-2 : 1963 | Coated fabrics for upholstered furniture (PVC and NC types) | 5 0 |
| 3217 : 1963 | Air-permeable PVC coated fabrics for upholstered furniture | 4 6 |
| 3456 : 1963 | The testing and approval of domestic appliances, Section B2 : 1963 Electric vacuum cleaners | 4 0 |

### Freedom for Fuel

The latest Hobart Paper entitled *Freedom for Fuel*, in which the author challenges the principles on which our economists and planners base their fuel policies for the future, has been published. Copies: Institute of Economic Affairs, 66a, Eaton Square, London, S.W.1. Price 7s. 6d.

## Registrations of British and Foreign Films

THE FOLLOWING are details of films registered by the Board of Trade under the Films Act, 1960, during the week ended Friday, May 3, 1963.

| Title of Film | Registered in the Name of | Maker's Name | Registered No. | Playing Time (minutes) | Date of Registration |
|---|---|---|---|---|---|
| | | BRITISH | | | |
| Wedding Of The Year | Rank Film Distributors Ltd. | Rank Film Distributors Ltd. | Br/E 28430 | 19 | April 29 |
| Mining Review No. 9, 16th Year | Data Film Distributors Ltd. | National Coal Board | Br/E 28435 | 10 | April 29 |
| Pathe Pic Series 430-442: | | | | | |
| *Pathe Pic No.* 438 | Warner-Pathe Distributors Ltd. | Associated British Pathe Ltd. | Br/E 28437 | 8 | April 30 |
| *Pathe Pic No.* 439 | " " | " " | Br/E 28438 | 8 | April 30 |
| Sunday Thoughts Series: | | | | | |
| *No.* 10 – *The Legend* | Rank Film Distributors Ltd. | Religious Films Ltd. | Br/E 28439 | 3 | April 30 |
| *No.* 11 – *The Last Laugh* | " " | " " | Br/E 28440 | 3 | April 30 |
| *No.* 12 – *Remorse* | " " | " " | Br/E 28441 | 3 | April 30 |
| Pathe News 63-35 | Warner-Pathe Distributors Ltd. | Associated British-Pathe Ltd. | Br/E 28018 | 11 | May 3 |
| Pathe News 63-36 | " " | " " | Br/E 28019 | 9 | May 3 |
| Movietone News 1768A | Twentieth Century Fox Film Co. Ltd. | British Movietonews Ltd. | Br/E 27965 | 7 | May 3 |
| Movietone News 1769 | " " | " " | Br/E 27966 | 11 | May 3 |
| The Gentle Terror | United Artists Corporation Ltd. | Danziger Productions Ltd. | Br/E 28444 | 67 | May 3 |
| | | FOREIGN | | | |
| Hud | Paramount Film Service Ltd. | Salem-Dover Production | F 28431 | 111 | April 29 |
| Come Blow Your Horn | " " | Essex Tandem Productions | F 28432 | 113 | April 29 |
| Donovan's Reef | " " | John Ford Production | F 28433 | 108 | April 29 |
| Salvatore Guiliano | Gala Film Distributors Ltd. | Galatea S.P.A. | F 28434 | 125 | April 29 |
| The Legion's Last Patrol | Rank Film Distributors Ltd. | Galatea, S.P.A. | F 28436 | 98 | April 30 |
| Winter Light | Gala Film Distributors Ltd. | Svensk Filmindustri | F 28442 | 81 | May 1 |
| Hand Of Death | Twentieth Century Fox Film Co. Ltd. | Associated Producers Inc. | F 28443 | 59 | May 2 |

The titles of Pathe Newsreels published in the *Board of Trade Journal* dated May 3, 1963, should read: Pathe News 63-32; Pathe News 63-33; Pathe News 63-34.
Where the title appears in italics the film forms part of a series. Br/E indicates that the film is a British quota film.

**ADVERTISEMENT INQUIRIES FOR THE JOURNAL**

Inquiries from the London Postal Area concerning the insertion of advertisements in the *Board of Trade Journal* should be addressed to **H.M. Stationery Office, Room D.84, Atlantic House, Holborn Viaduct, London, E.C.1 (City 9876, Ext. 147).**

Inquiries from other parts of the United Kingdom should be addressed to **Cowlishaw & Lawrence (Advertising) Ltd., Memorial Hall Bldgs., 16 Farringdon Street, London, E.C.3 (City 3718).**

# Parliamentary Answers

## Tuesday April 30

**De-Scheduling of Development Districts**

Asked the average continuous period for which districts scheduled since 1960 under the Local Employment Act but since de-scheduled or placed on the stop-list have remained effectively development districts within the meaning of the Act, the President said: 'The average period for which the districts in question have remained on the list before being stop-listed has been 14 months and, on average, a further 9 months have elapsed before districts have been removed from the list.'

**Dry Dock and Building Grants**

Asked whether the structural part of a dry dock was eligible for consideration for a building grant under Section 3 of the Local Employment Act 1960, Mr. David Price, Parliamentary Secretary, Board of Trade, said the President had been advised that there was some doubt whether legally a dry dock was eligible for consideration for a building grant. He intended to introduce an amendment to the Local Employment Bill in Committee in order to remove this doubt.

**Resale Price Maintenance Report**

Asked whether he would publish the report of the inquiry by Board of Trade officials into resale price maintenance, received by him in October 1961, Mr. Frederick Erroll, President of the Board of Trade, replied: 'No. In accordance with long-established practice, reports by officials to Ministers are confidential.'

## Wednesday May 1

**Local Employment Bill Debate**

The Parliamentary Secretary opened and the President wound up the debate on the second reading of the Local Employment Bill. (*Hansard*, May 1, cols. 1196-1270).

## Thursday May 2

**Imports of liquid egg from the Peoples' Republic of China**

Asked what was the total quantity of liquid egg imported over the last 12 months: and what percentage came from China, Mr. David Price, Parliamentary Secretary, Board of Trade replied that during the year ending March 31 233 cwt. of liquid egg was imported, of which none came from China. 1,100 tons of frozen egg were, however, imported from China in the same period.

## Friday May 3

**Graduates Working on Regional Planning**

The Parliamentary Secretary said in reply to a question that a staff of 24 graduates was employed full-time in research sections in the Board of Trade offices for Scotland and for Wales, the Regional Offices in England and at headquarters on work concerned with regional planning and development. A number of other graduates on the staff were concerned with regional planning and development in the course of their work on the distribution of industry.

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**Bulletin for Industry**

Trade expansion as a means to faster economic growth is the theme of the first article in the current issue of the Treasury *Bulletin for Industry*, which describes what has been done already under GATT to reduce trade barriers and what the scope of new negotiations can be. A ten-year survey of fuel and power outlines the significant changes both in the pattern of consumption and investment relating to the fuel and power industries and in the evolution of Government policy with regard to the principles on which the nationalized industries should operate. Copies free from Publications Division, Central Office of Information, Hercules Road, London, S.E.1.


# EXPORT DRIVE

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*ASSOCIATED BANKS: ALLAHABAD BANK LTD. (INCORPORATED IN INDIA) · THE IRANO BRITISH BANK (INCORPORATED IN IRAN)*

# Retail Sales in March

THE STEADINESS in the level of the value of retail sales in recent months was maintained in March when the seasonally adjusted index of the value of sales was 106 (on the new base, described below, of 1961=100) against 105 in January and February. In assessing the significance of this increase of one point a number of factors have to be borne in mind. The monthly figures are liable to fluctuate irregularly, and in particular this month there is an added uncertainty, in making allowance for seasonal factors, caused by the varying date of Easter, and the possibility that the severe weather of January and February may have caused some sales to be postponed until March. It is not, therefore, possible to say whether there has been any change in the underlying trend in the value of sales which, after the unusually high figures of August and September 1962, balanced in part by a low figure in October, has remained fairly level. The volume of sales also rose in March but the index for the first quarter of 1963 is not much higher than that for the year 1962 as a whole.

The value of sales before seasonal adjustment was 4 per cent. higher in March than a year earlier, compared with an increase of 2 per cent. in February. Easter was in April in both 1962 and 1963, and although it was a little earlier in the month this year comparisons of sales in March with a year earlier are likely to be affected only to a small extent by the differing dates of Easter.

### Clothing and footwear shops

The seasonally adjusted index of sales by clothing and footwear shops rose in March and was 104 compared with 101 in January and February. The index for the first quarter was 102 against 104 in the last quarter of 1962. Footwear shops showed the greatest recovery in March, their sales being 6 per cent. above a year earlier against decreases of 13 per cent. in February and 6 per cent. in January. Sales by women's wear shops were 5 per cent. higher in March against an increase of 2 per cent. in February, but men's wear shops showed only a slightly larger increase than in February, 5 per cent. against 4 per cent. In total sales by clothing and footwear shops were 5 per cent. higher in March compared with no change in February.

### Double goods shops

After seasonal adjustment, the index of the value of sales by durable goods shops was at 101, 4 points higher in March than in February and 3 points higher than in January, both of which months were probably affected by the bad weather. The index in March was, however, lower than it was in December (103), but because of the reductions in purchase tax at the beginning of January the volume of sales was probably at about the same level as in December. During the first quarter as a whole the index of the value of sales was 99 compared with 103 in the fourth quarter of last year. In total, sales were 2 per cent. higher than a year earlier in March, against a fall of 3 per cent. in February, and both furniture shops and other durable goods shops did better on this comparison than they did in February.

### Food shops

The seasonally adjusted index of the value of sales by food shops, which had been at a high level in January and February, was a point lower at 107 in March. The seasonally adjusted index of the volume of sales also fell by a point and was 101 in March.

### Re-basing of monthly statistics

The monthly statistics of retail sales serve the purpose of providing up-to-date information on the short-term trends in the trade of retailers. Current information on their sales provided by voluntary contributors is combined together using as a framework the basic information on the structure of retail trade derived from the results of the latest census of distribution.

As was mentioned in the article of February 8, the results of the census of distribution for 1961 (a) showed that the monthly inquiry understated somewhat the increase in total retail turnover over the four years 1957 to 1961. This difference and others in the detailed figures are being investigated to provide guidance for the

## Retail Sales Seasonally Adjusted

Index numbers of value of sales per week

(i) At current prices. 1961 = 100

| | All kinds of business | Food Shops | Non-food Shops: Total | Clothing and Footwear Shops | Durable Goods Shops | Other Non-food Shops (a) |
|---|---|---|---|---|---|---|
| 1961 1st Quarter | 99 | 98 | 99 | 100 | 98 | 98 |
| 2nd Quarter | 100 | 99 | 100 | 99 | 102 | 99 |
| 3rd Quarter | 101 | 101 | 101 | 100 | 103 | 101 |
| 4th Quarter | 101 | 102 | 100 | 101 | 97 | 102 |
| 1962 1st Quarter | 102 | 103 | 102 | 100 | 99 | 102 |
| 2nd Quarter | 102 | 103 | 102 | 99 | 102 | 102 |
| 3rd Quarter | 105 | 105 | 105 | 105 | 105 | 104 |
| 4th Quarter | 104 | 105 | 103 | 104 | 103 | 105 |
| 1963 1st Quarter | 106 | 108 | 104 | 102 | 99 | 106 |
| 1961 January | 97 | 97 | 97 | 97 | 97 | 98 |
| February | 98 | 98 | 98 | 100 | 97 | 97 |
| March | 100 | 99 | 101 | 101 | 100 | 100 |
| April | 100 | 99 | 101 | 99 | 100 | 101 |
| May | 100 | 99 | 100 | 98 | 102 | 99 |
| June | 99 | 99 | 100 | 100 | 103 | 99 |
| July | 101 | 100 | 102 | 98 | 111 | 101 |
| August | 101 | 101 | 101 | 103 | 102 | 100 |
| September | 101 | 101 | 100 | 100 | 97 | 101 |
| October | 100 | 101 | 100 | 102 | 98 | 102 |
| November | 101 | 102 | 100 | 100 | 97 | 102 |
| December | 101 | 103 | 100 | 100 | 97 | 102 |
| 1962 January | 102 | 102 | 101 | 101 | 99 | 103 |
| February | 103 | 103 | 102 | 101 | 100 | 103 |
| March | 102 | 104 | 101 | 99 | 99 | 102 |
| April | 102 | 104 | 100 | 99 | 98 | 101 |
| May | 103 | 104 | 102 | 99 | 104 | 103 |
| June | 102 | 103 | 102 | 99 | 104 | 102 |
| July | 103 | 104 | 102 | 99 | 104 | 103 |
| August | 105 | 105 | 106 | 107 | 108 | 105 |
| September | 106 | 105 | 106 | 109 | 104 | 105 |
| October | 103 | 104 | 102 | 102 | 103 | 104 |
| November | 105 | 105 | 104 | 106 | 103 | 105 |
| December | 104 | 105 | 104 | 103 | 103 | 105 |
| 1963 January | 105 | 108 | 103 | 101 | 98 | 106 |
| February | 105 | 108 | 102 | 101 | 97 | 104 |
| March | 106 | 107 | 106 | 104 | 101 | 106 |

(ii) At average 1961 prices.

| | All kinds of business | Food Shops | Non-food Shops |
|---|---|---|---|
| 1961 1st Quarter | 100 | 99 | 100 |
| 2nd Quarter | 100 | 100 | 101 |
| 3rd Quarter | 100 | 100 | 100 |
| 4th Quarter | 100 | 102 | 99 |
| 1962 1st Quarter | 100 | 101 | 100 |
| 2nd Quarter | 100 | 100 | 99 |
| 3rd Quarter | 101 | 102 | 101 |
| 4th Quarter | 101 | 103 | 100 |
| 1963 1st Quarter | 101 | 102 | 100 |
| 1961 January | 99 | 98 | 99 |
| February | 99 | 99 | 100 |
| March | 101 | 99 | 102 |
| April | 101 | 100 | 102 |
| May | 99 | 99 | 100 |
| June | 100 | 99 | 100 |
| July | 101 | 100 | 102 |
| August | 100 | 99 | 100 |
| September | 99 | 100 | 99 |
| October | 100 | 102 | 98 |
| November | 100 | 101 | 99 |
| December | 100 | 102 | 99 |
| 1962 January | 100 | 100 | 99 |
| February | 101 | 101 | 100 |
| March | 100 | 102 | 99 |
| April | 99 | 101 | 98 |
| May | 100 | 101 | 99 |
| June | 100 | 100 | 99 |
| July | 100 | 101 | 98 |
| August | 102 | 103 | 102 |
| September | 102 | 103 | 102 |
| October | 100 | 102 | 98 |
| November | 102 | 103 | 101 |
| December | 101 | 103 | 100 |
| 1963 January | 102 | 103 | 100 |
| February | 100 | 102 | 99 |
| March | 102 | 101 | 102 |

(a) Including general department stores.

**Retail Trade** (*Continued*)

improvement of the monthly inquiry. There is no reason, however, to think that the monthly statistics do not provide a good guide to the current changes taking place in retail trade.

With the availability of the first results of the census covering the year 1961 the opportunity has been taken to use as framework the information for this recent year in place of the information for the earlier year 1957 derived from the census covering that year. Thus the reference base is changed from average weekly sales in 1957=100 to average weekly sales in 1961=100, and the monthly statistics now project a more up-to-date pattern of retail trade. In changing the base in this way it is possible for the present only to take account of the broad structure of retailing in 1961 shown by the results of the census and a fuller rebasing of the statistics will be completed (it is hoped early next year), when more detailed information is available from the census. The way in which the monthly figures now published have been recalculated is as follows:

The process of calculating the monthly estimates prior to this rebasing involved projecting the turnover in the base year 1957 (obtained from the census for that year) by the experience of traders contributing to the monthly inquiry to obtain the value of turnover in money terms for each monthly sales period (of 4 or 5 weeks) from 1958 onwards. For each of the categories for which estimates were separately calculated a figure in money terms of the total value of turnover during the year 1961 was obtained by the addition of the twelve monthly figures thus estimated and was then compared with the turnover in 1961 shown by the results of the census. To the extent of any difference between the two estimates of turnover for the year 1961 the monthly sales figures were adjusted to sum to the annual total shown by the census results and the money figures thus adjusted were converted to index numbers based on average weekly sales in 1961=100. To obtain monthly index figures from January 1962 onwards the percentage changes on a year earlier previously calculated from contributors' returns in the process of obtaining the monthly estimates previously published were applied to the adjusted monthly figures for 1961 and the resulting figures were expressed in index number form based on average weekly turnover in 1961=100.

The processes described above were applied to each of the forms of organization within each kind of business for which estimates are separately calculated – e.g. for independent grocers, multiple grocers, grocery departments of co-operative societies and so on. As a result, at the most detailed level for which figures are published – e.g. independent grocers, multiple grocers – the monthly pattern of trading and the percentage changes on a year earlier from 1962 onwards are identical with the figures previously published in spite of the change in the reference base. At all higher levels – e.g. all grocery businesses and all food shops – there may be differences between the old and the rebased series due to the fact that there were differences between forms of organization in the measure of agreement between the monthly inquiry and the census estimates of total turnover in 1961. For example, in the case of women's wear shops the census figure of turnover in 1961 by independent traders was 4 per cent. lower than the monthly inquiry estimates, but for multiple traders was 9 per cent. higher than the monthly estimate. As a result, therefore, of adjusting the previous monthly figures to agree with the census totals for the year to form the new base, multiple traders now carry a higher weight relative to independents than they did before. Depending on the difference in the pattern of trading and the experience of multiples and independents this different weighting could result in differences in some months between the old and the rebased series. For retailing as a whole, however, and in fact for most broad groups and individual kinds of business, the differences between the new series and those previously published are very small.

Figures of the value of turnover in 1961 obtained from the first results of the census and used as the new base are shown against each kind of business in the detailed table of results and replace similar figures for the year 1957 previously given. Some adjustments, as in the past, have been necessary to the census figures in order to make them accord with the coverage and definition of the monthly statistics and the figures in the table differ in some cases from those in the published census results.

Statistics derived from the basic estimates of monthly index numbers of the value of retail sales – estimates of the volume of sales at constant prices and seasonally adjusted estimates of both the value and volume of sales – have also been rebased on average weekly turnover in 1961=100. Methods previously used have been applied to the rebased value series described above to obtain the new volume and seasonally adjusted estimates (b). The seasonally adjusted estimates have, however, been recalculated to take account of a further year's experience – 1962 – in deriving the seasonal factors with which to adjust the basic indices.

The fuller rebasing on the results of the 1961 census, referred to above and now in hand, will be more thorough-going in two respects in particular. First, partly because of changes in the definitions of some kinds of business in compiling the 1961 census results compared with the definition used in 1957, and partly because the pattern of goods sold by contributors may have changed since they were recruited to the monthly panel, some contributors will need to be reclassified to a different kind of business. This will be done by reference to the classification accorded to contributors in 1961 by the Census Office. Secondly, the turnover size groups used in working up the monthly results for each form of organization within each kind of business will be recast in the light of size analyses obtained from the census results and monthly contributors will be reclassified to the new size groups. The monthly statistics will be recalculated from the beginning of 1961 taking account of these and other factors, thus establishing them on the new base, but it is not expected that the revised estimates will differ substantially from those now presented.

(a) The first results of the census of distribution for 1961 were published in the *Board of Trade Journal* of February 8, 1963.

(b) A description of the volume estimates was given in the *Board of Trade Journal* of November 10, 1961 (and a fuller description in Economic Trends of May 1962), and the techniques of seasonal adjustment were given in the *Board of Trade Journal* of July 6, 1962.

**Notes**

*Kind of Business Statistics*

(i) These statistics are based on returns from independent retailers (organizations, other than co-operative societies and general department stores, with one to nine branches), multiple retailers (organizations, other than co-operative societies and general department stores, with 10 or more branches), retail co-operative societies and general department stores.

(ii) For independent retailers, multiple retailers and general department stores the figures are based on the total sales, of all types of goods, by each shop and therefore represent the trend of sales in specified kinds of business. Co-operative societies report their sales on a departmental basis and a department's sales are assigned to the most closely corresponding kind of business heading. A single figure is returned for the departments selling durable goods and ironmongery and hardware and this figure is included in the total for durable goods shops.

(iii) Multiple retailers and co-operative societies report sales for all branches open in the sales period, so that, in respect of these two forms of organizations, the statistics take account of changes in the number of shops, e.g., the opening of new shops or the closing or disposal of existing shops. In the case of independent retailers and general department stores, however, sales are generally reported for individual establishments and no reliable measure of changes in the number of shops is available on the basis of which an adjustment might be made.

**Footnotes to Tables**

(a) The periods covered by the index numbers consist of either four or five weeks, each quarter being divided into three 'monthly' periods of four, four and five weeks respectively. The period covered by March 1963 sales was the five weeks from February 24, 1963, to March 30, 1963, the corresponding period in 1962 was from February 25, 1962 to March 31, 1962. As the figures are based on the value of sales, they are affected by price movements including changes in purchase tax.

(b) Includes figures for variety and other general stores which are not published separately.

(*Continued on page* 1073)

**Retail Trade** (*Continued*)

## Index Numbers of Sales per Week, and Percentage Changes Compared with a Year Earlier (*a*)

### Summary Table

**(i) Value (at current prices)**

1961 = 100

| Kind of Business (Sales in 1961 £ million) | | Year | 1st Qtr. | 2nd Qtr. | 3rd Qtr. | 4th Qtr. | Jan. | Feb. | Mar. | April | May | June | July | Aug. | Sept. | Oct. | Nov. | Dec. |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| All Kinds of Business (£9,095 million) | 1961 | 100 | 92 | 97 | 97 | 114 | 91 | 88 | 96 | 95 | 99 | 96 | 102 | 94 | 96 | 102 | 106 | 131 |
| | 1962 | 103 | 94 | 100 | 101 | 118 | 95 | 92 | 95 | 100 | 101 | 100 | 104 | 99 | 101 | 104 | 110 | 135 |
| | 1963 | | 97 | | | | 99 | 94 | 99 | | | | | | | | | |
| | 1962 | +3 | +3 | +4 | +4 | +3 | +4 | +5 | —1 | +5 | +2 | +4 | +2 | +4 | +5 | +3 | +4 | +3 |
| | 1963 | | +3 | | | | +4 | +2 | +4 | | | | | | | | | |
| Food Shops (£4,171 million) | 1961 | 100 | 96 | 98 | 98 | 108 | 95 | 95 | 98 | 98 | 99 | 97 | 100 | 97 | 98 | 100 | 102 | 119 |
| | 1962 | 104 | 100 | 103 | 102 | 111 | 99 | 100 | 101 | 104 | 103 | 102 | 103 | 102 | 102 | 103 | 105 | 122 |
| | 1963 | | 105 | | | | 105 | 105 | 105 | | | | | | | | | |
| | 1962 | +4 | +4 | +5 | +4 | +3 | +5 | +6 | +3 | +6 | +4 | +5 | +4 | +4 | +4 | +3 | +3 | +3 |
| | 1963 | | +5 | | | | +6 | +5 | +4 | | | | | | | | | |
| Non-Food Shops (£4,923 million) | 1961 | 100 | 88 | 95 | 97 | 120 | 89 | 81 | 94 | 93 | 98 | 95 | 104 | 92 | 95 | 104 | 110 | 141 |
| | 1962 | 103 | 89 | 98 | 100 | 124 | 92 | 84 | 90 | 96 | 100 | 98 | 104 | 96 | 101 | 106 | 114 | 146 |
| | 1963 | | 91 | | | | 94 | 84 | 94 | | | | | | | | | |
| | 1962 | +3 | +1 | +3 | +4 | +4 | +4 | +4 | —4 | +4 | +1 | +4 | Nil | +4 | +6 | +2 | +4 | +4 |
| | 1963 | | +2 | | | | +2 | Nil | +4 | | | | | | | | | |
| Clothing and Footwear Shops (£1,395 million) | 1961 | 100 | 83 | 99 | 95 | 123 | 85 | 73 | 91 | 90 | 105 | 100 | 101 | 89 | 94 | 104 | 110 | 149 |
| | 1962 | 102 | 81 | 101 | 99 | 127 | 88 | 74 | 82 | 98 | 101 | 104 | 101 | 92 | 103 | 105 | 116 | 154 |
| | 1963 | | 83 | | | | 88 | 74 | 86 | | | | | | | | | |
| | 1962 | +2 | —3 | +3 | +5 | +3 | +3 | +1 | —10 | +8 | —3 | +4 | +1 | +4 | +9 | Nil | +6 | +3 |
| | 1963 | | +2 | | | | +1 | Nil | +5 | | | | | | | | | |
| Durable Goods Shops (£956 million) | 1961 | 100 | 94 | 95 | 99 | 112 | 100 | 89 | 93 | 96 | 96 | 93 | 110 | 92 | 95 | 106 | 110 | 119 |
| | 1962 | 102 | 95 | 95 | 101 | 119 | 102 | 92 | 92 | 94 | 98 | 94 | 104 | 97 | 101 | 111 | 116 | 127 |
| | 1963 | | 95 | | | | 101 | 89 | 94 | | | | | | | | | |
| | 1962 | +2 | +1 | +1 | +2 | +6 | +2 | +3 | —1 | —2 | +2 | +2 | —6 | +5 | +6 | +5 | +5 | +7 |
| | 1963 | | —1 | | | | —1 | —3 | +2 | | | | | | | | | |
| General Department Stores (£451 million) | 1961 | 100 | 87 | 90 | 95 | 128 | 103 | 71 | 88 | 90 | 94 | 87 | 112 | 82 | 91 | 106 | 117 | 154 |
| | 1962 | 103 | 86 | 94 | 99 | 132 | 105 | 72 | 83 | 95 | 97 | 91 | 113 | 86 | 97 | 108 | 122 | 159 |
| | 1963 | | 89 | | | | 107 | 72 | 88 | | | | | | | | | |
| | 1962 | +3 | —1 | +4 | +4 | +3 | +2 | +1 | —5 | +5 | +4 | +4 | +1 | +5 | +7 | +1 | +4 | +3 |
| | 1963 | | +3 | | | | +2 | Nil | +6 | | | | | | | | | |
| Miscellaneous Non-Food Shops (£2,121 million) | 1961 | 100 | 89 | 94 | 98 | 119 | 83 | 85 | 97 | 94 | 96 | 93 | 100 | 96 | 97 | 101 | 108 | 142 |
| | 1962 | 103 | 92 | 98 | 101 | 123 | 88 | 91 | 96 | 97 | 99 | 97 | 103 | 100 | 101 | 104 | 111 | 146 |
| | 1963 | | 95 | | | | 91 | 92 | 100 | | | | | | | | | |
| | 1962 | +3 | +3 | +4 | +4 | +3 | +6 | +7 | —1 | +4 | +4 | +4 | +3 | +4 | +4 | +3 | +3 | +3 |
| | 1963 | | +3 | | | | +4 | +1 | +5 | | | | | | | | | |

**(ii) Volume (at average 1961 prices)**

| | | | | | | | | | | | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| All Kinds of Business (£9,095 million) | 1961 | 100 | 93 | 97 | 97 | 113 | 92 | 89 | 97 | 96 | 99 | 96 | 102 | 94 | 96 | 101 | 105 | 129 |
| | 1962 | 101 | 93 | 97 | 98 | 114 | 94 | 90 | 93 | 97 | 98 | 96 | 100 | 96 | 99 | 102 | 107 | 130 |
| | 1963 | | 93 | | | | 95 | 90 | 95 | | | | | | | | | |
| | 1962 | +1 | Nil | Nil | +1 | +1 | +2 | +2 | —4 | +1 | —1 | +1 | —1 | +2 | +3 | Nil | +2 | +1 |
| | 1963 | | +1 | | | | +2 | —1 | +1 | | | | | | | | | |
| Food Shops (£4,171 million) | 1961 | 100 | 97 | 98 | 98 | 107 | 95 | 96 | 99 | 99 | 99 | 96 | 99 | 96 | 98 | 100 | 101 | 118 |
| | 1962 | 102 | 99 | 100 | 100 | 108 | 98 | 99 | 100 | 101 | 100 | 98 | 100 | 99 | 100 | 101 | 103 | 118 |
| | 1963 | | 100 | | | | 101 | 99 | 99 | | | | | | | | | |
| | 1962 | +2 | +2 | +2 | +2 | +1 | +3 | +3 | Nil | +2 | Nil | +2 | +1 | +3 | +2 | +1 | +2 | Nil |
| | 1963 | | +1 | | | | +3 | Nil | Nil | | | | | | | | | |
| Non-Food Shops (£4,923 million) | 1961 | 100 | 89 | 96 | 96 | 118 | 90 | 82 | 95 | 94 | 99 | 95 | 104 | 91 | 94 | 102 | 108 | 139 |
| | 1962 | 100 | 87 | 95 | 97 | 119 | 91 | 83 | 88 | 95 | 97 | 95 | 100 | 93 | 98 | 102 | 110 | 141 |
| | 1963 | | 88 | | | | 91 | 82 | 91 | | | | | | | | | |
| | 1962 | Nil | —2 | —1 | +1 | +1 | +1 | +1 | —7 | +1 | —2 | Nil | —4 | +2 | +4 | Nil | +2 | +1 |
| | 1963 | | +1 | | | | Nil | —1 | +3 | | | | | | | | | |

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**Retail Trade** (*Continued*)

## Index Numbers of Values of Sales per Week, and Percentage Changes Compared with a Year Earlier (*a*)

1961 = 100

| Kind of Business (Sales in 1961 £ million) | | Year | 1st Qtr. | 2nd Qtr. | 3rd Qtr. | 4th Qtr. | Jan. | Feb. | Mar. | April | May | June | July | Aug. | Sept. | Oct. | Nov. | Dec. |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| **All kinds of Business** | | | | | | | | | | | | | | | | | | |
| Total, all Kinds of Business | Total, all Retailers (£9,095 million) | 1961 | 100 | 92 | 97 | 97 | 114 | 91 | 88 | 96 | 95 | 99 | 96 | 102 | 94 | 96 | 102 | 106 | 131 |
| | | 1962 | 103 | 94 | 100 | 101 | 118 | 95 | 92 | 95 | 100 | 101 | 100 | 104 | 99 | 101 | 104 | 110 | 135 |
| | | 1963 | | 97 | | | | 99 | 94 | 99 | | | | | | | | | |
| | | 1962 | +3 | +3 | +4 | +4 | +3 | +4 | +5 | —1 | +5 | +2 | +4 | +2 | +4 | +5 | +3 | +4 | +3 |
| | | 1963 | | +3 | | | | +4 | +2 | +4 | | | | | | | | | |
| | Independent retailers (£5,128 million) | 1961 | 100 | 94 | 97 | 98 | 112 | 94 | 89 | 96 | 97 | 99 | 95 | 102 | 95 | 96 | 102 | 104 | 126 |
| | | 1962 | 102 | 96 | 99 | 100 | 114 | 98 | 93 | 96 | 100 | 101 | 98 | 104 | 98 | 100 | 103 | 107 | 128 |
| | | 1963 | | 98 | | | | 100 | 95 | 98 | | | | | | | | | |
| | | 1962 | +2 | +2 | +3 | +3 | +2 | +4 | +5 | —1 | +3 | +2 | +3 | +2 | +3 | +4 | +1 | +2 | +2 |
| | | 1963 | | +2 | | | | +3 | +1 | +3 | | | | | | | | | |
| | Multiple retailers (£2,569 million) | 1961 | 100 | 87 | 96 | 98 | 119 | 82 | 84 | 93 | 91 | 99 | 98 | 101 | 97 | 97 | 101 | 108 | 142 |
| | | 1962 | 107 | 92 | 103 | 105 | 127 | 89 | 90 | 95 | 101 | 102 | 106 | 105 | 105 | 106 | 108 | 116 | 151 |
| | | 1963 | | 98 | | | | 95 | 95 | 102 | | | | | | | | | |
| | | 1962 | +7 | +5 | +8 | +7 | +7 | +8 | +7 | +2 | +10 | +4 | +9 | +4 | +8 | +10 | +6 | +8 | +7 |
| | | 1963 | | +7 | | | | +7 | +5 | +8 | | | | | | | | | |
| | Co-operative Societies (£946 million) | 1961 | 100 | 98 | 98 | 96 | 108 | 96 | 96 | 101 | 97 | 101 | 98 | 98 | 91 | 97 | 99 | 105 | 117 |
| | | 1962 | 100 | 97 | 98 | 95 | 108 | 96 | 96 | 99 | 97 | 100 | 97 | 95 | 91 | 99 | 99 | 106 | 118 |
| | | 1963 | | 98 | | | | 98 | 97 | 99 | | | | | | | | | |
| | | 1962 | Nil | —1 | Nil | Nil | Nil | Nil | Nil | —2 | Nil | —1 | —1 | —3 | Nil | +1 | —1 | +1 | +1 |
| | | 1963 | | +1 | | | | +2 | +1 | Nil | | | | | | | | | |
| | General department stores (£451 million) | 1961 | 100 | 87 | 90 | 95 | 128 | 103 | 71 | 88 | 90 | 94 | 87 | 112 | 82 | 91 | 106 | 117 | 154 |
| | | 1962 | 103 | 86 | 94 | 99 | 132 | 105 | 72 | 83 | 95 | 97 | 91 | 113 | 86 | 97 | 108 | 122 | 159 |
| | | 1963 | | 89 | | | | 107 | 72 | 88 | | | | | | | | | |
| | | 1962 | +3 | —1 | +4 | +4 | +3 | +2 | +1 | —5 | +5 | +4 | +4 | +1 | +5 | +7 | +1 | +4 | +3 |
| | | 1963 | | +3 | | | | +2 | Nil | +6 | | | | | | | | | |
| **Food Shops** | | | | | | | | | | | | | | | | | | | |
| Total, Food Shops | Total, all Retailers (£4,171 million) | 1961 | 100 | 96 | 98 | 98 | 108 | 95 | 95 | 98 | 98 | 99 | 97 | 100 | 97 | 98 | 100 | 102 | 119 |
| | | 1962 | 104 | 100 | 103 | 102 | 111 | 99 | 100 | 101 | 104 | 103 | 102 | 103 | 102 | 102 | 103 | 105 | 122 |
| | | 1963 | | 105 | | | | 105 | 105 | 105 | | | | | | | | | |
| | | 1962 | +4 | +4 | +5 | +4 | +3 | +5 | +6 | +3 | +6 | +4 | +5 | +4 | +4 | +4 | +3 | +3 | +3 |
| | | 1963 | | +5 | | | | +6 | +5 | +4 | | | | | | | | | |
| | Independent retailers (£2,389 million) | 1961 | 100 | 96 | 98 | 99 | 106 | 95 | 95 | 98 | 99 | 100 | 97 | 101 | 98 | 98 | 99 | 100 | 118 |
| | | 1962 | 103 | 99 | 102 | 102 | 108 | 99 | 99 | 100 | 103 | 103 | 99 | 104 | 101 | 100 | 100 | 102 | 119 |
| | | 1963 | | 103 | | | | 103 | 103 | 103 | | | | | | | | | |
| | | 1962 | +3 | +3 | +3 | +3 | +1 | +4 | +5 | +2 | +5 | +3 | +3 | +3 | +3 | +3 | +2 | +2 | +1 |
| | | 1963 | | +3 | | | | +5 | +3 | +3 | | | | | | | | | |
| | Multiple retailers (£1,036 million) | 1961 | 100 | 92 | 96 | 98 | 113 | 90 | 92 | 94 | 94 | 97 | 97 | 99 | 99 | 97 | 102 | 106 | 129 |
| | | 1962 | 110 | 102 | 108 | 108 | 123 | 100 | 103 | 104 | 108 | 106 | 109 | 107 | 110 | 108 | 111 | 115 | 139 |
| | | 1963 | | 112 | | | | 112 | 112 | 112 | | | | | | | | | |
| | | 1962 | +10 | +11 | +12 | +10 | +8 | +11 | +12 | +10 | +15 | +9 | +12 | +9 | +12 | +11 | +9 | +9 | +8 |
| | | 1963 | | +10 | | | | +11 | +9 | +8 | | | | | | | | | |
| | Co-operative Societies (£746 million) | 1961 | 100 | 101 | 99 | 96 | 104 | 99 | 100 | 103 | 99 | 100 | 99 | 97 | 92 | 98 | 99 | 103 | 109 |
| | | 1962 | 99 | 101 | 99 | 95 | 104 | 99 | 101 | 102 | 99 | 100 | 98 | 95 | 92 | 97 | 99 | 103 | 10 |
| | | 1963 | | 102 | | | | 101 | 102 | 102 | | | | | | | | | |
| | | 1962 | —1 | Nil | —1 | —1 | Nil | Nil | +1 | —1 | —1 | —1 | —1 | —2 | Nil | Nil | Nil | Nil | Nil |
| | | 1963 | | +1 | | | | +2 | +1 | Nil | | | | | | | | | |
| | Total, all Retailers (g) (£2,406 million) | 1961 | 100 | 96 | 97 | 99 | 108 | 95 | 96 | 98 | 97 | 99 | 97 | 100 | 98 | 99 | 101 | 103 | 117 |
| | | 1962 | 104 | 101 | 103 | 103 | 111 | 100 | 101 | 102 | 104 | 103 | 102 | 103 | 102 | 103 | 104 | 107 | 120 |
| | | 1963 | | 107 | | | | 107 | 107 | 106 | | | | | | | | | |
| | | 1962 | +4 | +5 | +5 | +4 | +3 | +6 | +6 | +4 | +7 | +4 | +5 | +3 | +5 | +4 | +4 | +4 | +3 |
| | | 1963 | | +5 | | | | +7 | +5 | +4 | | | | | | | | | |
| | Independent retailers (£1,243 million) | 1961 | 100 | 96 | 97 | 100 | 107 | 95 | 95 | 97 | 98 | 99 | 95 | 101 | 99 | 99 | 100 | 101 | 117 |
| | | 1962 | 103 | 100 | 101 | 102 | 109 | 99 | 99 | 100 | 102 | 102 | 98 | 104 | 101 | 102 | 102 | 103 | 119 |
| | | 1963 | | 104 | | | | 105 | 104 | 103 | | | | | | | | | |
| | | 1962 | +3 | +4 | +3 | +2 | +2 | +4 | +5 | +3 | +5 | +3 | +3 | +3 | +2 | +2 | +2 | +2 | +2 |
| | | 1963 | | +5 | | | | +6 | +4 | +3 | | | | | | | | | |
| Grocers | Multiple retailers (£630 million) | 1961 | 100 | 93 | 96 | 99 | 111 | 91 | 93 | 95 | 94 | 98 | 97 | 100 | 100 | 98 | 103 | 108 | 121 |
| | | 1962 | 112 | 106 | 110 | 111 | 122 | 104 | 106 | 107 | 111 | 108 | 112 | 109 | 114 | 110 | 113 | 118 | 132 |
| | | 1963 | | 117 | | | | 117 | 118 | 117 | | | | | | | | | |
| | | 1962 | +12 | +14 | +14 | +12 | +10 | +14 | +14 | +13 | +18 | +10 | +15 | +9 | +13 | +12 | +10 | +10 | +9 |
| | | 1963 | | +11 | | | | +13 | +11 | +10 | | | | | | | | | |

(*Continued on next page*)

**Retail Trade** (*Continued*)

## Index Numbers of Values of Sales per Week, and Percentage Changes Compared with a Year Earlier (*a*)

1961 = 100

| Kind of Business (Sales in 1961 £ million) | | Year | 1st Qtr. | 2nd Qtr. | 3rd Qtr. | 4th Qtr. | Jan. | Feb. | Mar. | April | May | June | July | Aug. | Sept. | Oct. | Nov. | Dec. |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| **Food Shops** (*Continued*) | | | | | | | | | | | | | | | | | | |
| Butchers | Co-operative Societies (g) (£532 million) | 1961 | 100 | 101 | 99 | 96 | 105 | 98 | 100 | 103 | 99 | 100 | 99 | 97 | 92 | 98 | 99 | 104 | 110 |
| | | 1962 | 99 | 100 | 98 | 94 | 103 | 98 | 101 | 101 | 98 | 99 | 97 | 94 | 92 | 97 | 98 | 102 | 109 |
| | | 1963 | | 101 | | | | 100 | 102 | 101 | | | | | | | | | |
| | | 1962 | —1 | —1 | —1 | —1 | —1 | Nil | +1 | —2 | —1 | —1 | —2 | —3 | —1 | —1 | —1 | —1 | —1 |
| | | 1963 | | +1 | | | | +2 | +1 | —1 | | | | | | | | | |
| | Total, all Retailers (£641 million) | 1961 | 100 | 100 | 96 | 96 | 108 | 103 | 99 | 100 | 99 | 99 | 91 | 94 | 95 | 97 | 101 | 100 | 119 |
| | | 1962 | 102 | 102 | 97 | 98 | 109 | 104 | 102 | 101 | 100 | 100 | 93 | 95 | 97 | 101 | 103 | 103 | 120 |
| | | 1963 | | 104 | | | | 108 | 104 | 101 | | | | | | | | | |
| | | 1962 | +2 | +2 | +1 | +3 | +1 | +1 | +3 | +1 | +1 | +1 | +2 | +2 | +2 | +4 | +1 | +3 | Nil |
| | | 1963 | | +2 | | | | +4 | +2 | Nil | | | | | | | | | |
| Greengrocers Fruiterers | Total, all Retailers (£324 million) | 1961 | 100 | 94 | 110 | 100 | 97 | 85 | 92 | 102 | 103 | 111 | 114 | 111 | 99 | 92 | 89 | 95 | 105 |
| | | 1962 | 101 | 97 | 116 | 103 | 89 | 92 | 96 | 102 | 114 | 116 | 118 | 118 | 102 | 90 | 82 | 86 | 98 |
| | | 1963 | | 95 | | | | 87 | 94 | 102 | | | | | | | | | |
| | | 1962 | +1 | +3 | +6 | +2 | —8 | +7 | +4 | Nil | +10 | +5 | +4 | +6 | +3 | —2 | —8 | —9 | —6 |
| | | 1963 | | —2 | | | | —5 | —2 | Nil | | | | | | | | | |
| | Independent retailers (£287 million) | 1961 | 100 | 93 | 110 | 101 | 97 | 85 | 91 | 101 | 103 | 111 | 113 | 112 | 100 | 93 | 88 | 95 | 105 |
| | | 1962 | 101 | 97 | 116 | 103 | 90 | 91 | 95 | 102 | 114 | 116 | 118 | 119 | 103 | 91 | 82 | 86 | 98 |
| | | 1963 | | 95 | | | | 87 | 94 | 102 | | | | | | | | | |
| | | 1962 | +1 | +4 | +6 | +3 | —7 | +8 | +4 | +1 | +10 | +5 | +4 | +6 | +3 | —1 | —7 | —9 | —6 |
| | | 1963 | | —2 | | | | —5 | —1 | Nil | | | | | | | | | |
| | Multiple retailers (£21 million) | 1961 | 100 | 99 | 111 | 95 | 95 | 92 | 97 | 107 | 99 | 107 | 123 | 110 | 92 | 86 | 89 | 89 | 104 |
| | | 1962 | 102 | 102 | 120 | 100 | 86 | 99 | 101 | 105 | 116 | 117 | 126 | 124 | 98 | 83 | 78 | 78 | 98 |
| | | 1963 | | 100 | | | | 89 | 99 | 108 | | | | | | | | | |
| | | 1962 | +2 | +3 | +9 | +5 | —9 | +8 | +3 | —2 | +17 | +10 | +3 | +12 | +6 | —4 | —13 | —12 | —5 |
| | | 1963 | | —2 | | | | —10 | —1 | +3 | | | | | | | | | |
| | Co-operative Societies (£17 million) | 1961 | 100 | 98 | 108 | 95 | 99 | 89 | 98 | 106 | 102 | 111 | 111 | 103 | 92 | 90 | 93 | 93 | 107 |
| | | 1962 | 97 | 99 | 111 | 91 | 87 | 93 | 99 | 104 | 109 | 114 | 111 | 104 | 88 | 82 | 81 | 81 | 96 |
| | | 1963 | | 95 | | | | 86 | 95 | 101 | | | | | | | | | |
| | | 1962 | —3 | +1 | +3 | —5 | —12 | +4 | +1 | —1 | +7 | +3 | Nil | Nil | —5 | —9 | —12 | —13 | —10 |
| | | 1963 | | —5 | | | | —7 | —5 | —3 | | | | | | | | | |
| Fishmongers, Poulterers | Total, all Retailers (£81 million) | 1961 | 100 | 100 | 99 | 99 | 102 | 97 | 98 | 104 | 96 | 101 | 100 | 102 | 100 | 96 | 96 | 97 | 111 |
| | | 1962 | 102 | 99 | 104 | 103 | 104 | 98 | 99 | 100 | 105 | 103 | 103 | 107 | 104 | 98 | 100 | 99 | 112 |
| | | 1963 | | 101 | | | | 98 | 100 | 105 | | | | | | | | | |
| | | 1962 | +2 | —1 | +5 | +3 | +3 | +2 | +1 | —4 | +10 | +2 | +3 | +5 | +3 | +1 | +4 | +3 | +1 |
| | | 1963 | | +2 | | | | —1 | +1 | +5 | | | | | | | | | |
| Bread and Flour Confectioners | Total, all Retailers (h) (£196 million) | 1961 | 100 | 92 | 97 | 104 | 108 | 87 | 89 | 98 | 96 | 97 | 98 | 104 | 103 | 104 | 104 | 104 | 113 |
| | | 1962 | 107 | 97 | 106 | 111 | 115 | 92 | 96 | 102 | 107 | 105 | 105 | 111 | 111 | 110 | 111 | 111 | 121 |
| | | 1963 | | 103 | | | | 100 | 100 | 106 | | | | | | | | | |
| | | 1962 | +7 | +6 | +9 | +7 | +7 | +5 | +8 | +5 | +12 | +8 | +7 | +7 | +8 | +6 | +6 | +6 | +7 |
| | | 1963 | | +6 | | | | +9 | +5 | +4 | | | | | | | | | |
| | Independent retailers (£124 million) | 1961 | 100 | 95 | 99 | 102 | 103 | 91 | 92 | 101 | 101 | 99 | 98 | 104 | 101 | 101 | 102 | 102 | 106 |
| | | 1962 | 105 | 99 | 105 | 107 | 109 | 94 | 98 | 104 | 111 | 104 | 102 | 109 | 106 | 105 | 106 | 106 | 114 |
| | | 1963 | | 103 | | | | 100 | 102 | 107 | | | | | | | | | |
| | | 1962 | +5 | +4 | +6 | +4 | +6 | +3 | +7 | +3 | +10 | +6 | +4 | +5 | +4 | +4 | +4 | +5 | +7 |
| | | 1963 | | +4 | | | | +6 | +3 | +2 | | | | | | | | | |
| | Multiple retailers (£73 million) | 1961 | 100 | 86 | 94 | 106 | 115 | 81 | 83 | 91 | 88 | 95 | 98 | 103 | 106 | 108 | 109 | 109 | 124 |
| | | 1962 | 110 | 93 | 106 | 118 | 124 | 88 | 92 | 99 | 102 | 106 | 109 | 115 | 120 | 118 | 119 | 118 | 134 |
| | | 1963 | | 102 | | | | 101 | 98 | 106 | | | | | | | | | |
| | | 1962 | +10 | +9 | +13 | +11 | +8 | +9 | +10 | +9 | +15 | +11 | +12 | +12 | +13 | +10 | +10 | +9 | +7 |
| | | 1963 | | +9 | | | | +15 | +17 | +7 | | | | | | | | | |
| Off-Licences | Total, all Retailers (£140 million) | 1961 | 100 | 78 | 82 | 85 | 155 | 79 | 78 | 78 | 81 | 83 | 81 | 88 | 82 | 84 | 89 | 102 | 252 |
| | | 1962 | 107 | 86 | 88 | 92 | 162 | 87 | 85 | 85 | 90 | 88 | 86 | 93 | 92 | 91 | 96 | 109 | 256 |
| | | 1963 | | 93 | | | | 99 | 92 | 89 | | | | | | | | | |
| | | 1962 | +7 | +9 | +8 | +8 | +4 | +10 | +10 | +9 | +12 | +6 | +7 | +5 | +11 | +8 | +8 | +7 | +2 |
| | | 1963 | | +9 | | | | +14 | +8 | +5 | | | | | | | | | |
| | Independent retailers (£67 million) | 1961 | 100 | 79 | 82 | 83 | 156 | 83 | 77 | 77 | 80 | 84 | 81 | 83 | 80 | 84 | 89 | 106 | 251 |
| | | 1962 | 104 | 84 | 85 | 88 | 160 | 88 | 82 | 82 | 87 | 87 | 84 | 88 | 87 | 89 | 96 | 112 | 250 |
| | | 1963 | | 90 | | | | 103 | 86 | 82 | | | | | | | | | |
| | | 1962 | +4 | +6 | +5 | +6 | +2 | +7 | +6 | +6 | +8 | +3 | +4 | +5 | +8 | +6 | +8 | +6 | —1 |
| | | 1963 | | +7 | | | | +16 | +5 | +1 | | | | | | | | | |
| | Multiple retailers (£73 million) | 1961 | 100 | 78 | 82 | 86 | 154 | 75 | 78 | 79 | 81 | 82 | 81 | 93 | 84 | 83 | 88 | 98 | 252 |
| | | 1962 | 109 | 88 | 91 | 95 | 163 | 85 | 89 | 89 | 94 | 89 | 89 | 97 | 96 | 92 | 96 | 107 | 263 |
| | | 1963 | | 96 | | | | 96 | 98 | 96 | | | | | | | | | |
| | | 1962 | +9 | +13 | +11 | +10 | +6 | +13 | +14 | +12 | +16 | +8 | +10 | +5 | +14 | +10 | +8 | +8 | +4 |
| | | 1963 | | +10 | | | | +13 | +10 | +8 | | | | | | | | | |

**Retail Trade** (*Continued*)

## Index Numbers of Values of Sales per Week, and Percentage Changes Compared with a Year Earlier (*a*)

1961 = 100

| Kind of Business (Sales in 1961 £ million) | | Year | 1st Qtr. | 2nd Qtr. | 3rd Qtr. | 4th Qtr. | Jan. | Feb. | Mar. | April | May | June | July | Aug. | Sept. | Oct. | Nov. | Dec. |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| **Food Shops** (*Continued*) | | | | | | | | | | | | | | | | | | |
| Dairymen | Total, all Retailers (£369 million) | 1961 | 100 | 97 | 101 | 99 | 102 | 97 | 98 | 97 | 101 | 101 | 101 | 101 | 98 | 99 | 102 | 102 | 102 |
| | | 1962 | 106 | 102 | 105 | 105 | 111 | 101 | 103 | 102 | 105 | 105 | 106 | 106 | 102 | 105 | 109 | 111 | 111 |
| | | 1963 | | 110 | | | | 109 | 112 | 109 | | | | | | | | | |
| | | 1962 | +6 | +5 | +4 | +6 | +8 | +4 | +5 | +5 | +3 | +4 | +4 | +6 | +5 | +6 | +7 | +9 | +9 |
| | | 1963 | | +8 | | | | +9 | +9 | +7 | | | | | | | | | |
| | Co-operative Societies (£121 million) | 1961 | 100 | 101 | 101 | 98 | 101 | 99 | 101 | 102 | 99 | 102 | 101 | 98 | 94 | 100 | 102 | 101 | 100 |
| | | 1962 | 103 | 103 | 101 | 100 | 107 | 102 | 103 | 104 | 100 | 103 | 100 | 100 | 96 | 103 | 107 | 108 | 106 |
| | | 1963 | | 108 | | | | 108 | 108 | 108 | | | | | | | | | |
| | | 1962 | +3 | +2 | +1 | +3 | +6 | +2 | +2 | +2 | +1 | +1 | Nil | +3 | +1 | +4 | +4 | +6 | +6 |
| | | 1963 | | +5 | | | | +6 | +5 | +4 | | | | | | | | | |
| Other Food Shops | Total, all Retailers (£14 million) | 1961 | 100 | 99 | 98 | 95 | 108 | 99 | 97 | 100 | 97 | 101 | 95 | 92 | 92 | 100 | 104 | 103 | 116 |
| | | 1962 | 103 | 101 | 101 | 100 | 108 | 101 | 101 | 102 | 100 | 105 | 98 | 98 | 97 | 105 | 106 | 104 | 114 |
| | | 1963 | | 99 | | | | 97 | 97 | 103 | | | | | | | | | |
| | | 1962 | +3 | +2 | +4 | +5 | Nil | +2 | +5 | +1 | +3 | +5 | +3 | +6 | +5 | +5 | +2 | +1 | −2 |
| | | 1963 | | −2 | | | | −3 | −5 | +1 | | | | | | | | | |
| **Clothing and Footwear Shops** | | | | | | | | | | | | | | | | | | | |
| Total, Clothing and Footwear Shops | Total all Retailers (£1,395 million) | 1961 | 100 | 83 | 99 | 95 | 123 | 85 | 73 | 91 | 90 | 105 | 100 | 101 | 89 | 94 | 104 | 110 | 149 |
| | | 1962 | 102 | 81 | 101 | 99 | 127 | 88 | 74 | 82 | 98 | 101 | 104 | 101 | 92 | 103 | 105 | 116 | 154 |
| | | 1963 | | 83 | | | | 88 | 74 | 86 | | | | | | | | | |
| | | 1962 | +2 | −3 | +3 | +5 | +3 | +3 | +1 | −10 | +8 | −3 | +4 | +1 | +4 | +9 | Nil | +6 | +3 |
| | | 1963 | | +2 | | | | +1 | Nil | +5 | | | | | | | | | |
| | Independent retailers (£663 million) | 1961 | 100 | 86 | 99 | 94 | 121 | 91 | 75 | 91 | 92 | 105 | 100 | 102 | 86 | 94 | 107 | 110 | 140 |
| | | 1962 | 101 | 83 | 101 | 98 | 123 | 93 | 76 | 82 | 97 | 104 | 102 | 104 | 89 | 102 | 106 | 114 | 143 |
| | | 1963 | | 85 | | | | 94 | 76 | 85 | | | | | | | | | |
| | | 1962 | +1 | −3 | +2 | +4 | +2 | +2 | Nil | −9 | +5 | −2 | +3 | +2 | +3 | +8 | Nil | +4 | +2 |
| | | 1963 | | +2 | | | | +1 | +1 | +3 | | | | | | | | | |
| | Multiple retailers (£629 million) | 1961 | 100 | 81 | 99 | 96 | 125 | 79 | 71 | 90 | 89 | 105 | 102 | 100 | 94 | 94 | 103 | 108 | 156 |
| | | 1962 | 103 | 78 | 102 | 101 | 130 | 83 | 72 | 80 | 99 | 99 | 107 | 101 | 98 | 104 | 105 | 116 | 163 |
| | | 1963 | | 81 | | | | 84 | 72 | 86 | | | | | | | | | |
| | | 1962 | +3 | −3 | +3 | +5 | +4 | +6 | +2 | −11 | +12 | −5 | +5 | Nil | +5 | +11 | +2 | +8 | +4 |
| | | 1963 | | +3 | | | | +1 | Nil | +7 | | | | | | | | | |
| | Co-operative Societies (£103 million) | 1961 | 100 | 84 | 95 | 91 | 130 | 81 | 72 | 95 | 88 | 105 | 92 | 96 | 81 | 95 | 100 | 120 | 163 |
| | | 1962 | 101 | 80 | 97 | 93 | 132 | 83 | 70 | 87 | 95 | 103 | 94 | 94 | 83 | 101 | 96 | 124 | 166 |
| | | 1963 | | 80 | | | | 81 | 70 | 88 | | | | | | | | | |
| | | 1962 | +1 | −4 | +2 | +2 | +1 | +2 | −2 | −9 | +7 | −2 | +3 | −2 | +1 | +6 | −4 | +4 | +2 |
| | | 1963 | | Nil | | | | −2 | −1 | +2 | | | | | | | | | |
| Footwear Shops | Total, all Retailers (£230 million) | 1961 | 100 | 80 | 102 | 100 | 118 | 79 | 67 | 93 | 91 | 112 | 102 | 105 | 93 | 101 | 106 | 101 | 141 |
| | | 1962 | 101 | 75 | 105 | 102 | 122 | 83 | 67 | 75 | 100 | 103 | 111 | 104 | 96 | 106 | 104 | 114 | 142 |
| | | 1963 | | 73 | | | | 78 | 58 | 80 | | | | | | | | | |
| | | 1962 | +1 | −6 | +3 | +3 | +3 | +5 | +1 | −19 | +10 | −8 | +9 | −1 | +3 | +5 | −2 | +14 | Nil |
| | | 1963 | | −3 | | | | −6 | −13 | +6 | | | | | | | | | |
| | Independent retailers (£68 million) | 1961 | 100 | 85 | 105 | 98 | 112 | 87 | 73 | 94 | 98 | 115 | 102 | 102 | 90 | 102 | 109 | 100 | 124 |
| | | 1962 | 102 | 81 | 109 | 102 | 118 | 93 | 73 | 77 | 105 | 110 | 111 | 103 | 92 | 109 | 108 | 116 | 127 |
| | | 1963 | | 81 | | | | 92 | 69 | 83 | | | | | | | | | |
| | | 1962 | +2 | −5 | +4 | +4 | +5 | +6 | Nil | −18 | +7 | −4 | +9 | +1 | +3 | +7 | −1 | +16 | +2 |
| | | 1963 | | +1 | | | | −1 | −6 | +8 | | | | | | | | | |
| | Multiple retailers (£143 million) | 1961 | 100 | 78 | 101 | 101 | 120 | 76 | 63 | 91 | 87 | 111 | 103 | 108 | 95 | 100 | 105 | 100 | 149 |
| | | 1962 | 101 | 73 | 104 | 103 | 124 | 80 | 65 | 74 | 98 | 99 | 113 | 106 | 99 | 105 | 103 | 113 | 149 |
| | | 1963 | | 69 | | | | 73 | 54 | 77 | | | | | | | | | |
| | | 1962 | +1 | −6 | +3 | +2 | +3 | +6 | +2 | −19 | +12 | −10 | +9 | −2 | +4 | +5 | −2 | +13 | Nil |
| | | 1963 | | −6 | | | | −9 | −17 | +5 | | | | | | | | | |
| | Co-operative Societies (£19 million) | 1961 | 100 | 83 | 102 | 94 | 121 | 76 | 68 | 100 | 94 | 115 | 97 | 95 | 82 | 103 | 105 | 110 | 144 |
| | | 1962 | 99 | 75 | 103 | 96 | 122 | 75 | 65 | 83 | 99 | 108 | 101 | 91 | 84 | 109 | 98 | 124 | 140 |
| | | 1963 | | 74 | | | | 73 | 59 | 86 | | | | | | | | | |
| | | 1962 | −1 | −9 | +1 | +2 | +1 | −1 | −5 | −17 | +5 | −6 | +5 | −4 | +2 | +6 | −7 | +13 | −2 |
| | | 1963 | | −2 | | | | −2 | −9 | +3 | | | | | | | | | |

(*Continued on next page*)

**Retail Trade** (*Continued*)

## Index Numbers of Values of Sales per Week, and Percentage Changes Compared with a Year Earlier (*a*)

1961 = 100

| Kind of Business (Sales in 1961 £ million) | | Year | 1st Qtr. | 2nd Qtr. | 3rd Qtr. | 4th Qtr. | Jan. | Feb. | Mar. | April | May | June | July | Aug. | Sept. | Oct. | Nov. | Dec. |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| **Clothing and Footwear Shops** (*Continued*) | | | | | | | | | | | | | | | | | | |
| Men's Wear Shops | Total, all Retailers (£282 million) | 1961 | 100 | 89 | 100 | 94 | 117 | 98 | 78 | 90 | 92 | 105 | 101 | 103 | 91 | 89 | 95 | 105 | 145 |
| | | 1962 | 102 | 88 | 102 | 99 | 121 | 102 | 79 | 84 | 100 | 103 | 104 | 103 | 96 | 98 | 96 | 112 | 148 |
| | | 1963 | | 91 | | | | 102 | 82 | 88 | | | | | | | | | |
| | | 1962 | +2 | —1 | +2 | +5 | +3 | +4 | +1 | —7 | +8 | —2 | +2 | Nil | +6 | +9 | +2 | +6 | +2 |
| | | 1963 | | +3 | | | | Nil | +4 | +5 | | | | | | | | | |
| | Independent retailers (£124 million) | 1961 | 100 | 85 | 97 | 97 | 120 | 97 | 76 | 83 | 88 | 102 | 102 | 109 | 95 | 91 | 91 | 100 | 159 |
| | | 1962 | 101 | 83 | 99 | 100 | 122 | 98 | 76 | 77 | 93 | 99 | 103 | 105 | 98 | 97 | 91 | 106 | 161 |
| | | 1963 | | 87 | | | | 103 | 80 | 80 | | | | | | | | | |
| | | 1962 | +1 | —2 | +1 | +2 | +2 | +1 | Nil | —7 | +6 | —3 | +2 | —3 | +3 | +6 | Nil | +6 | +1 |
| | | 1963 | | +4 | | | | +6 | +4 | +3 | | | | | | | | | |
| | Multiple retailers (£139 million) | 1961 | 100 | 94 | 102 | 91 | 112 | 101 | 82 | 98 | 97 | 108 | 102 | 98 | 88 | 89 | 99 | 108 | 126 |
| | | 1962 | 104 | 94 | 106 | 99 | 117 | 108 | 83 | 92 | 106 | 106 | 105 | 101 | 96 | 99 | 102 | 115 | 130 |
| | | 1963 | | 96 | | | | 103 | 86 | 98 | | | | | | | | | |
| | | 1962 | +4 | Nil | +3 | +8 | +4 | +7 | +1 | —7 | +9 | —2 | +3 | +3 | +9 | +12 | +4 | +7 | +3 |
| | | 1963 | | +2 | | | | —5 | +3 | +7 | | | | | | | | | |
| | Co-operative Societies (£20 million) | 1961 | 100 | 79 | 95 | 91 | 135 | 83 | 65 | 87 | 87 | 103 | 96 | 107 | 81 | 86 | 87 | 117 | 188 |
| | | 1962 | 100 | 75 | 97 | 93 | 137 | 83 | 62 | 78 | 96 | 98 | 97 | 103 | 83 | 92 | 83 | 122 | 193 |
| | | 1963 | | 76 | | | | 85 | 65 | 77 | | | | | | | | | |
| | | 1962 | Nil | —6 | +2 | +2 | +2 | +1 | —4 | —11 | +10 | —5 | +2 | —4 | +2 | +8 | —4 | +4 | +3 |
| | | 1963 | | +1 | | | | +2 | +4 | —1 | | | | | | | | | |
| Womens', Girls and Infants' Wear Specialist Shops, and Drapers and General Outfitting Shops | Total, all Retailers (883 million) | 1961 | 100 | 82 | 97 | 94 | 127 | 82 | 73 | 90 | 89 | 103 | 99 | 99 | 88 | 94 | 107 | 114 | 153 |
| | | 1962 | 102 | 80 | 100 | 98 | 130 | 84 | 73 | 82 | 96 | 101 | 102 | 100 | 90 | 103 | 108 | 117 | 158 |
| | | 1963 | | 83 | | | | 87 | 75 | 86 | | | | | | | | | |
| | | 1962 | +2 | —3 | +2 | +5 | +3 | +3 | +1 | —9 | +7 | —2 | +3 | +2 | +3 | +10 | +1 | +3 | +4 |
| | | 1963 | | +3 | | | | +3 | +2 | +5 | | | | | | | | | |
| | Multiple retailers (£348 million) | 1961 | 100 | 76 | 97 | 95 | 132 | 71 | 69 | 86 | 86 | 101 | 102 | 98 | 95 | 93 | 103 | 111 | 171 |
| | | 1962 | 104 | 74 | 100 | 101 | 139 | 74 | 70 | 78 | 97 | 96 | 106 | 98 | 98 | 105 | 106 | 118 | 181 |
| | | 1963 | | 80 | | | | 81 | 74 | 84 | | | | | | | | | |
| | | 1962 | +4 | —2 | +4 | +6 | +5 | +5 | +2 | —10 | +13 | —5 | +4 | Nil | +3 | +13 | +3 | +6 | +6 |
| | | 1963 | | +8 | | | | +9 | +6 | +8 | | | | | | | | | |
| | Co-operative Societies (£64 million) | 1961 | 100 | 85 | 93 | 90 | 132 | 83 | 75 | 96 | 87 | 103 | 89 | 93 | 81 | 96 | 102 | 123 | 162 |
| | | 1962 | 101 | 84 | 95 | 93 | 133 | 85 | 74 | 90 | 93 | 102 | 91 | 91 | 82 | 102 | 99 | 124 | 166 |
| | | 1963 | | 84 | | | | 82 | 75 | 92 | | | | | | | | | |
| | | 1962 | +1 | —2 | +3 | +2 | +1 | +3 | Nil | —5 | +7 | Nil | +2 | —1 | +1 | +6 | —3 | +1 | +3 |
| | | 1963 | | Nil | | | | —3 | +1 | +2 | | | | | | | | | |
| | Independent retailers Total (£471 million) | 1961 | 100 | 87 | 99 | 93 | 122 | 90 | 75 | 93 | 92 | 105 | 99 | 100 | 84 | 94 | 110 | 114 | 137 |
| | | 1962 | 101 | 84 | 100 | 97 | 124 | 92 | 76 | 84 | 96 | 104 | 101 | 103 | 86 | 102 | 110 | 116 | 141 |
| | | 1963 | | 85 | | | | 91 | 76 | 87 | | | | | | | | | |
| | | 1962 | +1 | —3 | +2 | +5 | +1 | +1 | Nil | —9 | +4 | —1 | +2 | +3 | +2 | +8 | Nil | +2 | +2 |
| | | 1963 | | +1 | | | | Nil | +1 | +3 | | | | | | | | | |
| | Independent retailers: Women's, girls' and infants' wear specialist shops (..) | 1961 | 100 | 81 | 106 | 90 | 123 | 78 | 68 | 94 | 99 | 113 | 107 | 93 | 79 | 96 | 127 | 121 | 121 |
| | | 1962 | 102 | 73 | 110 | 98 | 125 | 74 | 66 | 78 | 104 | 115 | 111 | 100 | 83 | 108 | 128 | 123 | 125 |
| | | 1963 | | 73 | | | | 70 | 63 | 82 | | | | | | | | | |
| | | 1962 | +2 | —10 | +3 | +9 | +2 | —5 | —3 | —17 | +5 | +2 | +3 | +8 | +5 | +12 | +1 | +1 | +4 |
| | | 1963 | | —1 | | | | —6 | —5 | +6 | | | | | | | | | |
| | Drapers and general Outfitting shops Total (..) | 1961 | 100 | 89 | 96 | 94 | 122 | 95 | 78 | 92 | 90 | 102 | 96 | 103 | 85 | 93 | 104 | 111 | 144 |
| | | 1962 | 101 | 88 | 97 | 97 | 123 | 98 | 79 | 87 | 93 | 99 | 97 | 104 | 87 | 100 | 104 | 114 | 146 |
| | | 1963 | | 90 | | | | 100 | 81 | 89 | | | | | | | | | |
| | | 1962 | +1 | —1 | +1 | +3 | +1 | +3 | +2 | —6 | +4 | —3 | +2 | +1 | +1 | +7 | —1 | +2 | +2 |
| | | 1963 | | +2 | | | | +1 | +2 | +2 | | | | | | | | | |
| | of which (c) Large (..) | 1961 | 100 | 90 | 98 | 93 | 119 | 100 | 74 | 94 | 94 | 104 | 95 | 106 | 80 | 94 | 109 | 112 | 133 |
| | | 1962 | 102 | 87 | 99 | 100 | 124 | 102 | 73 | 86 | 96 | 104 | 97 | 112 | 83 | 104 | 110 | 118 | 139 |
| | | 1963 | | 91 | | | | 105 | 73 | 93 | | | | | | | | | |
| | | 1962 | +2 | —3 | +1 | +7 | +4 | +2 | —1 | —8 | +2 | —1 | +2 | +6 | +4 | +10 | +1 | +6 | +4 |
| | | 1963 | | +4 | | | | +3 | Nil | +7 | | | | | | | | | |
| | Medium (..) | 1961 | 100 | 88 | 95 | 94 | 123 | 95 | 76 | 92 | 88 | 103 | 94 | 106 | 85 | 92 | 105 | 110 | 147 |
| | | 1962 | 101 | 88 | 96 | 96 | 123 | 98 | 78 | 87 | 92 | 100 | 97 | 106 | 85 | 97 | 103 | 111 | 148 |
| | | 1963 | | 87 | | | | 95 | 78 | 87 | | | | | | | | | |
| | | 1962 | +1 | Nil | +1 | +2 | Nil | +3 | +2 | —5 | +5 | —3 | +3 | Nil | +1 | +6 | —2 | Nil | +1 |
| | | 1963 | | —1 | | | | —3 | +1 | Nil | | | | | | | | | |
| | Small (..) | 1961 | 100 | 88 | 95 | 94 | 123 | 92 | 82 | 91 | 88 | 100 | 97 | 99 | 90 | 94 | 101 | 112 | 149 |
| | | 1962 | 101 | 89 | 95 | 95 | 123 | 96 | 85 | 87 | 92 | 96 | 98 | 97 | 90 | 98 | 99 | 112 | 151 |
| | | 1963 | | 91 | | | | 98 | 89 | 86 | | | | | | | | | |
| | | 1962 | +1 | +1 | +1 | +2 | Nil | +4 | +3 | —4 | +5 | —4 | +1 | —2 | Nil | +5 | —1 | Nil | +1 |
| | | 1963 | | +2 | | | | +2 | +5 | —1 | | | | | | | | | |

**Retail Trade** (*Continued*)

## Index Numbers of Values of Sales per Week, and Percentage Changes Compared with a Year Earlier (*a*)

1961 = 100

| Kind of Business (Sales in 1961 £ million) | | Year | 1st Qtr. | 2nd Qtr. | 3rd Qtr. | 4th Qtr. | Jan. | Feb. | Mar. | April | May | June | July | Aug. | Sept. | Oct. | Nov. | Dec. |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| **Durable Goods Shops** | | | | | | | | | | | | | | | | | | |
| Total Durable Goods Shops | Total, all Retailers (f) (£956 million) | 1961 | 100 | 94 | 95 | 99 | 112 | 100 | 89 | 93 | 96 | 96 | 93 | 110 | 92 | 95 | 106 | 110 | 119 |
| | | 1962 | 102 | 95 | 95 | 101 | 119 | 102 | 92 | 92 | 94 | 98 | 94 | 104 | 97 | 101 | 111 | 116 | 127 |
| | | 1963 | | 95 | | | | 101 | 89 | 94 | | | | | | | | | |
| | | 1962 | +2 | +1 | +1 | +2 | +6 | +2 | +3 | −1 | −2 | +2 | +2 | −6 | +5 | +6 | +5 | +5 | +7 |
| | | 1963 | | −1 | | | | −1 | −3 | +2 | | | | | | | | | |
| | Independent retailers (£566 million) | 1961 | 100 | 97 | 94 | 97 | 113 | 109 | 90 | 92 | 99 | 94 | 89 | 107 | 91 | 92 | 109 | 111 | 118 |
| | | 1962 | 100 | 97 | 93 | 96 | 115 | 110 | 93 | 91 | 96 | 97 | 89 | 100 | 93 | 95 | 109 | 113 | 122 |
| | | 1963 | | 94 | | | | 106 | 88 | 90 | | | | | | | | | |
| | | 1962 | Nil | +1 | −1 | −1 | +2 | +1 | +3 | −1 | −4 | +3 | −1 | −7 | +3 | +3 | +1 | +2 | +4 |
| | | 1963 | | −3 | | | | −4 | −6 | −1 | | | | | | | | | |
| | Multiple retailers (£309 million) | 1961 | 100 | 91 | 96 | 102 | 111 | 87 | 90 | 95 | 91 | 98 | 98 | 115 | 95 | 98 | 103 | 107 | 119 |
| | | 1962 | 107 | 93 | 99 | 109 | 125 | 92 | 92 | 95 | 91 | 100 | 104 | 112 | 105 | 110 | 116 | 121 | 134 |
| | | 1963 | | 98 | | | | 96 | 95 | 103 | | | | | | | | | |
| | | 1962 | +6 | +3 | +3 | +7 | +13 | +6 | +2 | Nil | Nil | +2 | +6 | −3 | +10 | +13 | +13 | +13 | +12 |
| | | 1963 | | +5 | | | | +5 | +3 | +8 | | | | | | | | | |
| | Co-operative Societies (£81 million) | 1961 | 100 | 90 | 94 | 101 | 114 | 89 | 84 | 96 | 91 | 99 | 93 | 112 | 92 | 100 | 101 | 111 | 127 |
| | | 1962 | 101 | 88 | 94 | 101 | 120 | 89 | 83 | 92 | 89 | 102 | 93 | 101 | 95 | 106 | 104 | 118 | 134 |
| | | 1963 | | 86 | | | | 87 | 79 | 92 | | | | | | | | | |
| | | 1962 | +1 | −2 | Nil | Nil | +5 | Nil | −1 | −4 | −3 | +3 | Nil | −10 | +4 | +6 | +2 | +6 | +6 |
| | | 1963 | | −2 | | | | −2 | −4 | −1 | | | | | | | | | |
| Furniture Shops | Total, all Retailers (excluding Co-operative Societies) (£403 million) | 1961 | 100 | 93 | 96 | 100 | 111 | 103 | 85 | 92 | 96 | 98 | 93 | 115 | 94 | 94 | 105 | 113 | 114 |
| | | 1962 | 102 | 94 | 97 | 102 | 114 | 104 | 90 | 90 | 97 | 102 | 93 | 113 | 98 | 97 | 107 | 115 | 118 |
| | | 1963 | | 89 | | | | 97 | 82 | 88 | | | | | | | | | |
| | | 1962 | +2 | +1 | +2 | +2 | +2 | +2 | +6 | −2 | +2 | +4 | Nil | −2 | +4 | +3 | +1 | +2 | +3 |
| | | 1963 | | −6 | | | | −7 | −9 | −2 | | | | | | | | | |
| | Multiple retailers (£87 million) | 1961 | 100 | 86 | 98 | 103 | 114 | 87 | 85 | 85 | 91 | 105 | 98 | 111 | 100 | 98 | 102 | 114 | 123 |
| | | 1962 | 104 | 86 | 99 | 109 | 122 | 89 | 87 | 83 | 95 | 103 | 100 | 116 | 107 | 105 | 111 | 120 | 133 |
| | | 1963 | | 85 | | | | 87 | 83 | 85 | | | | | | | | | |
| | | 1962 | +4 | +1 | +2 | +6 | +8 | +3 | +2 | −3 | +4 | −2 | +2 | +4 | +7 | +7 | +9 | +6 | +8 |
| | | 1963 | | −1 | | | | −3 | −5 | +2 | | | | | | | | | |
| | Independent retailers | 1961 | 100 | 95 | 95 | 100 | 110 | 107 | 85 | 94 | 97 | 97 | 92 | 116 | 92 | 93 | 106 | 112 | 112 |
| | | 1962 | 101 | 97 | 97 | 100 | 111 | 108 | 90 | 92 | 98 | 102 | 91 | 112 | 95 | 95 | 105 | 114 | 114 |
| | Total (£316 million) | 1963 | | 90 | | | | 100 | 82 | 89 | | | | | | | | | |
| | | 1962 | +1 | +2 | +2 | Nil | +1 | +1 | +7 | −2 | +1 | +5 | −1 | −4 | +4 | +2 | −1 | +1 | +2 |
| | | 1963 | | −7 | | | | −8 | −10 | −3 | | | | | | | | | |
| | of which (c) Large (..) | 1961 | 100 | 97 | 93 | 102 | 108 | 117 | 81 | 94 | 98 | 89 | 93 | 127 | 87 | 94 | 102 | 103 | 116 |
| | | 1962 | 100 | 95 | 93 | 103 | 109 | 113 | 85 | 89 | 94 | 95 | 92 | 123 | 90 | 96 | 99 | 108 | 118 |
| | | 1963 | | 91 | | | | 111 | 77 | 87 | | | | | | | | | |
| | | 1962 | Nil | −2 | Nil | +1 | +1 | −3 | +4 | −5 | −5 | +7 | −2 | −4 | +4 | +3 | −4 | +4 | +2 |
| | | 1963 | | −4 | | | | −2 | −9 | −2 | | | | | | | | | |
| | Medium and Small (..) | 1961 | 100 | 95 | 95 | 99 | 111 | 104 | 86 | 94 | 97 | 99 | 91 | 113 | 94 | 93 | 107 | 115 | 111 |
| | | 1962 | 102 | 97 | 98 | 99 | 112 | 107 | 92 | 94 | 99 | 104 | 91 | 108 | 97 | 94 | 108 | 116 | 113 |
| | | 1963 | | 90 | | | | 96 | 83 | 90 | | | | | | | | | |
| | | 1962 | +2 | +3 | +2 | Nil | +1 | +3 | +8 | −1 | +3 | +5 | Nil | −4 | +4 | +2 | Nil | +1 | +2 |
| | | 1963 | | −7 | | | | −10 | −10 | −4 | | | | | | | | | |
| Other Durable Goods Shops | Total, all Retailers (excluding Co-operative Societies) (£472 million) | 1961 | 100 | 96 | 94 | 97 | 113 | 100 | 94 | 94 | 97 | 93 | 92 | 106 | 91 | 95 | 108 | 107 | 122 |
| | | 1962 | 103 | 97 | 94 | 99 | 123 | 103 | 95 | 94 | 91 | 95 | 95 | 97 | 97 | 103 | 116 | 116 | 134 |
| | | 1963 | | 101 | | | | 107 | 97 | 99 | | | | | | | | | |
| | | 1962 | +3 | +1 | Nil | +2 | +9 | +3 | +1 | Nil | −6 | +1 | +3 | −9 | +6 | +9 | +8 | +8 | +10 |
| | | 1963 | | +4 | | | | +4 | +2 | +5 | | | | | | | | | |
| | of which: Radio and Electrical, etc., Goods Shops (e) (£368 million) | 1961 | 100 | 96 | 93 | 96 | 116 | 104 | 94 | 92 | 99 | 93 | 88 | 103 | 91 | 93 | 109 | 107 | 128 |
| | | 1962 | 101 | 97 | 91 | 95 | 122 | 107 | 94 | 91 | 92 | 92 | 90 | 92 | 94 | 97 | 113 | 111 | 138 |
| | | 1963 | | 99 | | | | 110 | 96 | 94 | | | | | | | | | |
| | | 1962 | +1 | +1 | −2 | −1 | +5 | +3 | +1 | −1 | −7 | −1 | +2 | −11 | +3 | +5 | +4 | +3 | +8 |
| | | 1963 | | +3 | | | | +2 | +1 | +4 | | | | | | | | | |

(*Continued on next page*)

**Notes** (*Continued*)

(c) These descriptions are based on 1957 turnover groupings. Large denotes shops with sales of £100,000 and over in 1957. Medium denotes shops with sales of £15,000 and under £100,000 in 1957. Small denotes shops with sales of under £15,000 in 1957.

(d) These index numbers do not allow for chemists' receipts under the National Health Service, which are as far as possible excluded by contributors in their returns.

(e) Includes radio and electrical goods shops and radio and cycle shops, cycle shops, perambulator shops.

(f) See Note (ii) above.

(g) Including the bakery departments of co-operative societies.

(h) Excluding the bakery departments of co-operative societies, which are included in the estimate for grocers.

**Retail Trade** (*Continued*)

## Index Numbers of Values of Sales per Week, and Percentage Changes Compared with a Year Earlier (*a*)

1961 = 100

| Kind of Business (Sales in 1961 £ million) | | Year | 1st Qtr. | 2nd Qtr. | 3rd Qtr. | 4th Qtr. | Jan. | Feb. | Mar. | April | May | June | July | Aug. | Sept. | Oct. | Nov. | Dec. |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| **Durable Goods Shops** (*Continued*) | | | | | | | | | | | | | | | | | | |
| Other Durable Goods Shops (*cont'd*) | Multiple Retailers (£222 million) | 1961 | 100 | 93 | 95 | 102 | 109 | 87 | 92 | 99 | 91 | 96 | 99 | 117 | 93 | 98 | 103 | 105 | 118 |
| | | 1962 | 107 | 96 | 99 | 109 | 125 | 93 | 94 | 100 | 90 | 99 | 106 | 110 | 104 | 112 | 118 | 121 | 135 |
| | | 1963 | | 104 | | | | 100 | 100 | 110 | | | | | | | | | |
| | | 1962 | +7 | +3 | +4 | +7 | +15 | +7 | +2 | +1 | —1 | +4 | +7 | —6 | +12 | +15 | +15 | +15 | +14 |
| | | 1963 | | +8 | | | | +7 | +6 | +10 | | | | | | | | | |
| | of which: Radio and Electrical etc., Shops (e) (£118 million) | 1961 | 100 | 92 | 92 | 102 | 114 | 89 | 89 | 97 | 91 | 95 | 91 | 116 | 94 | 96 | 102 | 102 | 134 |
| | | 1962 | 104 | 94 | 95 | 104 | 125 | 97 | 91 | 94 | 89 | 93 | 100 | 108 | 101 | 103 | 110 | 109 | 148 |
| | | 1963 | | 101 | | | | 102 | 97 | 104 | | | | | | | | | |
| | | 1962 | +4 | +2 | +3 | +2 | +9 | +9 | +2 | —3 | —1 | —2 | +9 | —8 | +7 | +7 | +8 | +7 | +11 |
| | | 1963 | | +7 | | | | +5 | +6 | +10 | | | | | | | | | |
| | Electricity Showrooms (£55 million) | 1961 | 100 | 91 | 99 | 105 | 105 | 86 | 92 | 95 | 92 | 99 | 105 | 127 | 90 | 99 | 104 | 103 | 107 |
| | | 1962 | 108 | 89 | 103 | 114 | 126 | 83 | 91 | 92 | 86 | 102 | 118 | 117 | 105 | 119 | 121 | 128 | 128 |
| | | 1963 | | 98 | | | | 91 | 100 | 101 | | | | | | | | | |
| | | 1962 | +8 | —2 | +4 | +9 | +20 | —4 | —1 | —3 | —6 | +3 | +12 | —7 | +17 | +20 | +16 | +24 | +20 |
| | | 1963 | | +10 | | | | +10 | +10 | +10 | | | | | | | | | |
| | Gas Showrooms (£49 million) | 1961 | 100 | 98 | 98 | 101 | 102 | 83 | 100 | 109 | 90 | 93 | 108 | 107 | 94 | 102 | 104 | 112 | 93 |
| | | 1962 | 114 | 109 | 104 | 117 | 127 | 95 | 105 | 124 | 94 | 110 | 106 | 109 | 110 | 129 | 134 | 140 | 111 |
| | | 1963 | | N.A. | | | | 105 | 107 | N.A. | | | | | | | | | |
| | | 1962 | +14 | +11 | +6 | +16 | +24 | +14 | +5 | +14 | +5 | +18 | —2 | +2 | +17 | +26 | +29 | +24 | +19 |
| | | 1963 | | N.A. | | | | +11 | +1 | N.A. | | | | | | | | | |
| | Independent Retailers (£250 million) | 1961 | 100 | 98 | 93 | 93 | 116 | 111 | 96 | 90 | 102 | 92 | 86 | 96 | 90 | 92 | 112 | 109 | 126 |
| | | 1962 | 100 | 98 | 89 | 91 | 121 | 112 | 96 | 89 | 93 | 91 | 85 | 85 | 91 | 95 | 114 | 111 | 133 |
| | | 1963 | | 99 | | | | 113 | 95 | 90 | | | | | | | | | |
| | | 1962 | Nil | Nil | —4 | —2 | +4 | +1 | Nil | Nil | —10 | —1 | —1 | —12 | +1 | +3 | +2 | +2 | +6 |
| | | 1963 | | +1 | | | | +1 | —1 | +1 | | | | | | | | | |
| **Miscellaneous Non-Food Shops** | | | | | | | | | | | | | | | | | | | |
| Total, Miscellaneous Non-Food Shops | Total, all Retailers (b) (£2,121 million) | 1961 | 100 | 89 | 94 | 98 | 119 | 83 | 85 | 97 | 94 | 96 | 93 | 100 | 96 | 97 | 101 | 108 | 142 |
| | | 1962 | 103 | 92 | 98 | 101 | 123 | 88 | 91 | 96 | 97 | 99 | 97 | 103 | 100 | 101 | 104 | 111 | 146 |
| | | 1963 | | 95 | | | | 91 | 92 | 100 | | | | | | | | | |
| | | 1962 | +3 | +3 | +4 | +4 | +3 | +6 | +7 | —1 | +4 | +4 | +4 | +3 | +4 | +4 | +3 | +3 | +3 |
| | | 1963 | | +3 | | | | +4 | +1 | +5 | | | | | | | | | |
| | Total, all Retailers (£795 million) | 1961 | 100 | 95 | 95 | 99 | 111 | 92 | 93 | 100 | 96 | 96 | 92 | 98 | 99 | 100 | 101 | 105 | 124 |
| | | 1962 | 104 | 99 | 99 | 103 | 113 | 98 | 100 | 99 | 101 | 99 | 96 | 102 | 105 | 103 | 104 | 107 | 126 |
| | | 1963 | | 102 | | | | 100 | 101 | 105 | | | | | | | | | |
| | | 1962 | +4 | +4 | +4 | +4 | +2 | +7 | +8 | Nil | +5 | +3 | +4 | +4 | +6 | +3 | +3 | +2 | +1 |
| | | 1963 | | +3 | | | | +2 | +1 | +5 | | | | | | | | | |
| Confectioners, Tobacconists, Newsagents | Independent retailers (£698 million) | 1961 | 100 | 95 | 95 | 99 | 111 | 91 | 93 | 100 | 96 | 97 | 92 | 98 | 99 | 100 | 102 | 105 | 123 |
| | | 1962 | 103 | 99 | 98 | 103 | 113 | 97 | 100 | 99 | 101 | 99 | 96 | 102 | 104 | 103 | 104 | 107 | 124 |
| | | 1963 | | 101 | | | | 99 | 100 | 103 | | | | | | | | | |
| | | 1962 | +3 | +4 | +4 | +4 | +2 | +6 | +8 | —1 | +5 | +2 | +4 | +4 | +5 | +3 | +3 | +1 | +1 |
| | | 1963 | | +2 | | | | +2 | Nil | +4 | | | | | | | | | |
| | Multiple retailers (£97 million) | 1961 | 100 | 96 | 94 | 96 | 113 | 93 | 93 | 100 | 98 | 96 | 91 | 96 | 98 | 95 | 98 | 103 | 134 |
| | | 1962 | 106 | 103 | 100 | 104 | 118 | 100 | 106 | 102 | 103 | 100 | 97 | 103 | 107 | 102 | 103 | 107 | 139 |
| | | 1963 | | 110 | | | | 105 | 111 | 113 | | | | | | | | | |
| | | 1962 | +6 | +7 | +6 | +8 | +4 | +8 | +13 | +1 | +6 | +5 | +7 | +7 | +10 | +7 | +4 | +3 | +4 |
| | | 1963 | | +7 | | | | +4 | +5 | +11 | | | | | | | | | |
| Booksellers, Stationers | Independent retailers (£60 million) | 1961 | 100 | 95 | 92 | 96 | 117 | 91 | 93 | 100 | 94 | 91 | 91 | 99 | 88 | 98 | 100 | 113 | 134 |
| | | 1962 | 105 | 99 | 97 | 100 | 123 | 96 | 98 | 103 | 98 | 101 | 92 | 105 | 92 | 102 | 104 | 119 | 141 |
| | | 1963 | | 105 | | | | 98 | 104 | 111 | | | | | | | | | |
| | | 1962 | +5 | +4 | +5 | +5 | +5 | +5 | +5 | +2 | +4 | +10 | +1 | +6 | +5 | +4 | +4 | +5 | +5 |
| | | 1963 | | +6 | | | | +2 | +7 | +8 | | | | | | | | | |

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**Retail Trade** (*Continued*)

## Index Numbers of Values of Sales per Week, and Percentage Changes Compared with a Year Earlier (*a*)

1961 = 100

| Kind of Business (Sales in 1961 £ million) | | Year | 1st Qtr. | 2nd Qtr. | 3rd Qtr. | 4th Qtr. | Jan. | Feb. | Mar. | April | May | June | July | Aug. | Sept. | Oct. | Nov. | Dec. |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| **Miscellaneous Non-Food Shops** (*Continued*) | | | | | | | | | | | | | | | | | | |
| Chemists (d), Photographic Goods Dealers | Total, all Retailers (£261 million) | 1961 | 100 | 85 | 94 | 101 | 120 | 83 | 82 | 89 | 90 | 93 | 98 | 107 | 100 | 97 | 92 | 100 | 159 |
| | | 1962 | 103 | 89 | 97 | 103 | 124 | 88 | 86 | 92 | 92 | 94 | 105 | 107 | 104 | 99 | 94 | 103 | 164 |
| | | 1963 | | 91 | | | | 90 | 88 | 94 | | | | | | | | | |
| | | 1962 | +3 | +5 | +4 | +2 | +3 | +7 | +4 | +4 | +3 | +1 | +7 | +1 | +4 | +2 | +3 | +3 | +3 |
| | | 1963 | | +2 | | | | +1 | +3 | +2 | | | | | | | | | |
| | Independent retailers (£141 million) | 1961 | 100 | 88 | 97 | 105 | 111 | 86 | 84 | 92 | 92 | 96 | 101 | 112 | 104 | 100 | 93 | 92 | 140 |
| | | 1962 | 102 | 91 | 100 | 106 | 112 | 91 | 87 | 94 | 95 | 97 | 106 | 112 | 106 | 101 | 95 | 93 | 141 |
| | | 1963 | | 92 | | | | 91 | 88 | 96 | | | | | | | | | |
| | | 1962 | +2 | +4 | +3 | +1 | +1 | +7 | +3 | +2 | +3 | +1 | +6 | Nil | +2 | +1 | +2 | +2 | +1 |
| | | 1963 | | +1 | | | | —1 | +1 | +2 | | | | | | | | | |
| | Multiple retailers (£104 million) | 1961 | 100 | 80 | 89 | 97 | 134 | 78 | 79 | 83 | 85 | 88 | 94 | 101 | 95 | 94 | 90 | 110 | 187 |
| | | 1962 | 105 | 86 | 94 | 101 | 140 | 84 | 84 | 90 | 88 | 89 | 104 | 102 | 101 | 99 | 94 | 116 | 195 |
| | | 1963 | | 89 | | | | 88 | 88 | 91 | | | | | | | | | |
| | | 1962 | +5 | +7 | +5 | +4 | +4 | +8 | +6 | +8 | +3 | +1 | +11 | +1 | +7 | +5 | +4 | +5 | +4 |
| | | 1963 | | +3 | | | | +4 | +5 | +1 | | | | | | | | | |
| | Co-operative Societies (£17 million) | 1961 | 100 | 92 | 96 | 95 | 118 | 89 | 92 | 95 | 93 | 98 | 96 | 100 | 92 | 92 | 91 | 102 | 152 |
| | | 1962 | 101 | 91 | 96 | 95 | 122 | 89 | 89 | 94 | 93 | 96 | 97 | 98 | 95 | 92 | 93 | 104 | 159 |
| | | 1963 | | 92 | | | | 90 | 91 | 93 | | | | | | | | | |
| | | 1962 | +1 | —1 | Nil | Nil | +3 | +1 | —3 | —1 | —1 | —2 | +1 | —2 | +3 | Nil | +2 | +2 | +5 |
| | | 1963 | | +1 | | | | +1 | +2 | Nil | | | | | | | | | |
| Jewellers | Total, all Retailers (£89 million) | 1961 | 100 | 77 | 81 | 101 | 141 | 69 | 75 | 84 | 78 | 81 | 84 | 105 | 101 | 97 | 85 | 101 | 218 |
| | | 1962 | 100 | 78 | 80 | 101 | 141 | 70 | 78 | 83 | 78 | 80 | 82 | 104 | 102 | 97 | 84 | 102 | 219 |
| | | 1963 | | 74 | | | | 62 | 75 | 84 | | | | | | | | | |
| | | 1962 | Nil | +1 | —1 | Nil | Nil | +1 | +4 | —1 | Nil | —1 | —2 | —1 | —1 | Nil | —1 | Nil | Nil |
| | | 1963 | | —4 | | | | —11 | —4 | Nil | | | | | | | | | |
| | Independent retailers (£74 million) | 1961 | 100 | 79 | 83 | 102 | 137 | 72 | 77 | 85 | 80 | 83 | 86 | 106 | 102 | 98 | 86 | 103 | 204 |
| | | 1962 | 100 | 80 | 81 | 101 | 136 | 73 | 80 | 84 | 79 | 81 | 83 | 105 | 103 | 98 | 85 | 101 | 206 |
| | | 1963 | | 76 | | | | 65 | 76 | 84 | | | | | | | | | |
| | | 1962 | Nil | +1 | —2 | Nil | Nil | +1 | +3 | —1 | Nil | —2 | —4 | —2 | +1 | Nil | —2 | —2 | +1 |
| | | 1963 | | —5 | | | | —11 | —5 | Nil | | | | | | | | | |
| | Multiple retailers (£16 million) | 1961 | 100 | 67 | 73 | 97 | 163 | 54 | 65 | 80 | 70 | 71 | 76 | 98 | 98 | 95 | 80 | 95 | 284 |
| | | 1962 | 102 | 68 | 75 | 99 | 165 | 52 | 71 | 79 | 71 | 73 | 79 | 103 | 99 | 97 | 81 | 106 | 279 |
| | | 1963 | | 68 | | | | 48 | 72 | 81 | | | | | | | | | |
| | | 1962 | +2 | +1 | +3 | +3 | +1 | —4 | +8 | —2 | +1 | +3 | +4 | +5 | +1 | +2 | +2 | +11 | —2 |
| | | 1963 | | Nil | | | | —8 | +1 | +3 | | | | | | | | | |
| Leather Goods, Sports Goods, Toys and Fancy Goods Shops | Total, all Retailers (£76 million) | 1961 | 100 | 71 | 86 | 103 | 140 | 68 | 68 | 75 | 85 | 85 | 87 | 103 | 105 | 102 | 92 | 108 | 204 |
| | | 1962 | 101 | 70 | 87 | 105 | 140 | 69 | 70 | 71 | 86 | 84 | 90 | 101 | 107 | 106 | 89 | 107 | 208 |
| | | 1963 | | 67 | | | | 64 | 65 | 72 | | | | | | | | | |
| | | 1962 | +1 | —1 | +2 | +2 | Nil | +1 | +2 | —5 | +2 | —1 | +3 | —1 | +2 | +4 | —3 | —1 | +2 |
| | | 1963 | | —4 | | | | —8 | —6 | +1 | | | | | | | | | |
| Ironmongers and Hardware Shops | Total, all Retailers (£236 million) | 1961 | 100 | 94 | 99 | 99 | 108 | 92 | 90 | 100 | 103 | 102 | 93 | 101 | 104 | 93 | 101 | 101 | 120 |
| | | 1962 | 102 | 97 | 100 | 101 | 111 | 96 | 94 | 99 | 103 | 104 | 94 | 101 | 107 | 96 | 103 | 106 | 122 |
| | | 1963 | | 102 | | | | 109 | 97 | 100 | | | | | | | | | |
| | | 1962 | +2 | +3 | +1 | +3 | +3 | +5 | +5 | —1 | Nil | +2 | +2 | Nil | +3 | +4 | +2 | +5 | +2 |
| | | 1963 | | +5 | | | | +13 | +3 | +2 | | | | | | | | | |
| | Independent retailers (£209 million) | 1961 | 100 | 95 | 99 | 99 | 107 | 94 | 91 | 100 | 103 | 102 | 92 | 101 | 104 | 93 | 100 | 100 | 119 |
| | | 1962 | 102 | 98 | 100 | 101 | 110 | 99 | 95 | 99 | 103 | 105 | 93 | 102 | 107 | 96 | 102 | 106 | 120 |
| | | 1963 | | 103 | | | | 113 | 98 | 100 | | | | | | | | | |
| | | 1962 | +2 | +3 | +1 | +2 | +2 | +5 | +5 | —1 | Nil | +2 | +1 | Nil | +3 | +4 | +2 | +5 | +1 |
| | | 1963 | | +6 | | | | +14 | +3 | +1 | | | | | | | | | |
| | Multiple retailers (£27 million) | 1961 | 100 | 86 | 100 | 99 | 116 | 73 | 82 | 100 | 105 | 97 | 97 | 99 | 105 | 93 | 107 | 103 | 133 |
| | | 1962 | 103 | 88 | 101 | 103 | 120 | 75 | 88 | 98 | 105 | 96 | 101 | 100 | 112 | 99 | 111 | 104 | 141 |
| | | 1963 | | 92 | | | | 79 | 90 | 104 | | | | | | | | | |
| | | 1962 | +3 | +2 | +1 | +5 | +4 | +3 | +7 | —2 | Nil | —1 | +4 | +1 | +7 | +7 | +4 | +1 | +6 |
| | | 1963 | | +4 | | | | +4 | +2 | +5 | | | | | | | | | |

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# Hire Purchase Business in March

NEW HIRE PURCHASE and other instalment credit business of hire purchase finance companies recovered in March after being depressed by the bad weather in January and February, credit extended for new cars being particularly buoyant. Sales by household goods shops on hire purchase and other instalment credit also showed some recovery. Total debt rose slightly during the month to £875 million.

### Household Goods Shops

The value of sales on hire purchase and other instalment credit terms by household goods shops were higher in March than in February, but to what extent this movement was due to the operation of seasonal factors is not precisely clear. Having regard, however, to the experience of previous years it seems probable that, January and February sales this year having been depressed by the bad weather, the March figure reflects some recovery compared with the two preceding months. In all three months comparisons with previous periods are affected by purchase tax reductions at the beginning of the year. For household goods shops as a whole sales in March were 5 per cent. more than a year earlier, compared with virtually no change in January and February. Instalment credit sales by furniture and furnishings shops were the same as a year earlier, after being about one-tenth down in February and 5 per cent. down in January; the amendment to the hire purchase controls, permitting 'add – to' agreements for furniture without further down payment in certain circumstances, came into effect in the middle of the month. In the hardware, radio, electrical etc., group of shops sales were about one-tenth more than a year earlier, much the same increase as in the two previous months.

Instalment debt outstanding to household goods shops as a whole declined slightly during the month to £311 million at the end of March.

### Finance Houses

New credit advanced by hire purchase finance companies recovered in March from the rather depressed January and February levels after allowing for seasonal factors. The rise in private motor car business was particularly sharp and credit extended for new cars was 45 per cent. more than in March 1962, bringing the increase for the first quarter to nearly 30 per cent. In used cars, the rise in March was about one-eight compared with a year earlier, against decreases of similar proportions in January and February. For most of the other main types of goods new business remained lower than a year earlier although not so markedly as in previous months.

Direct instalment debt owing to finance houses rose by £5 million in March to a total of £564 million at the end of the month, while amounts owing by retailers under block discounting arrangements were little changed at £51 million.

(*Continued on next page*)

## Debt

### Table 1—Estimates of Hire-Purchase and Other Credit Instalments Outstanding

END OF PERIOD — £ million

| | Year | Jan. | Feb. | March | April | May | June | July | Aug. | Sept. | Oct. | Nov. | Dec. |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| Owed directly to household goods shops | 1961 | 321 | 315 | 312 | 308 | 306 | 306 | 306 | 305 | 303 | 303 | 303 | 309 |
| | 1962 | 304 | 301 | 296 | 293 | 292 | 294 | 295 | 297 | 300 | 304 | 308 | 318 |
| | 1963 | 316 | 313 | 311 | | | | | | | | | |
| Owed directly to finance houses | 1961 | 607 | 607 | 622 | 631 | 643 | 651 | 662 | 660 | 650 | 639 | 628 | 618 |
| | 1962 | 606 | 598 | 592 | 590 | 593 | 593 | 597 | 593 | 590 | 583 | 575 | 569 |
| | 1963 | 562 | 559 | 564 | | | | | | | | | |
| Total of above | 1961 | 928 | 922 | 934 | 939 | 949 | 957 | 968 | 965 | 953 | 942 | 931 | 927 |
| | 1962 | 910 | 899 | 888 | 883 | 885 | 887 | 892 | 890 | 890 | 887 | 883 | 887 |
| | 1963 | 878 | 872 | 875 | | | | | | | | | |

### Table 1a—Commodity Analysis of Hire-Purchase and Other Credit Instalments Outstanding

END OF PERIOD — £ million

| | 1957 | 1960 | 1961 | | | | 1962 | | | | 1963 |
|---|---|---|---|---|---|---|---|---|---|---|---|
| | Dec. | Dec. | March | June | Sept. | Dec. | March | June | Sept. | Dec. | March |
| Private and commercial motor vehicles and caravans | 197 | 454 | 470 | 492 | 490 | 461 | 441 | 442 | 436 | 416 | 407 |
| Farm and industrial equipment | 21 | 52 | 53 | 60 | 62 | 68 | 71 | 70 | 68 | 66 | 67 |
| Household goods (a) | 221 | 394 | 377 | 371 | 365 | 366 | 343 | 343 | 352 | 372 | 368 |
| Other goods | 9 | 35 | 34 | 34 | 36 | 32 | 33 | 32 | 34 | 33 | 33 |
| Total | 448 | 935 | 934 | 957 | 953 | 927 | 888 | 887 | 890 | 887 | 875 |

(a) Includes pedal cycles.

### Table 2—Hire-Purchase and Other Instalment Credit Extended and Repaid

£ million

| Period | New Credit Extended: For household goods | For other durable goods | Total | Repayments | Change in Debt |
|---|---|---|---|---|---|
| 1958 | 292 | 363 | 655 | 547 | +108 |
| 1959 | 394 | 523 | 917 | 624 | +293 |
| 1960 | 301 | 519 | 820 | 734 | + 86 |
| 1961 | 283 | 515 | 798 | 806 | — 8 |
| 1962 | 301 | 437 | 738 | 778 | — 40 |
| 1960 1st Quarter | 87 | 152 | 239 | 179 | + 60 |
| 2nd Quarter | 73 | 156 | 229 | 182 | + 47 |
| 3rd Quarter | 64 | 117 | 181 | 185 | — 4 |
| 4th Quarter | 77 | 94 | 171 | 188 | — 17 |
| 1961 1st Quarter | 64 | 136 | 200 | 201 | — 1 |
| 2nd Quarter | 69 | 164 | 233 | 210 | + 23 |
| 3rd Quarter | 72 | 126 | 198 | 202 | — 4 |
| 4th Quarter | 78 | 89 | 167 | 193 | — 26 |
| 1962 1st Quarter | 63 | 104 | 167 | 206 | — 39 |
| 2nd Quarter | 69 | 128 | 197 | 198 | — 1 |
| 3rd Quarter | 79 | 114 | 193 | 190 | + 3 |
| 4th Quarter | 90 | 91 | 181 | 184 | — 3 |
| 1963 1st Quarter | 66 | 102 | 168 | 180 | — 12 |

### Kine and TV Year Book

The 1963 edition of the 'Kine and TV Year Book' is now available from the Longacre Press Ltd., 161 Fleet Street, London, E.C.4. Price 42s.

**Hire Purchase** (*Continued*)

## New Business of Household Goods Shops

### Table 3—Index Numbers of Value of Goods Sold on Hire-Purchase and Other Instalment Credit per Week

Average of 1957 = 100

| | Year | Jan. | Feb. | March (a) | April | May | June (a) | July | Aug. | Sept. (a) | Oct. | Nov. | Dec. (a) |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| Furniture and Furnishing Shops: Total (multiple and independent retailers, co-operative societies) | 1961 | 97 | 90 | 98 | 102 | 104 | 104 | 121 | 102 | 106 | 117 | 126 | 132 |
| | 1962 | 98 | 96 | 94 | 100 | 105 | 104 | 115 | 108 | 113 | 124 | 131 | 140 |
| | 1963 | 93 | 87 | 94 | | | | | | | | | |
| of which: Multiple retailers (b) | 1961 | 98 | 95 | 99 | 106 | 108 | 114 | 125 | 106 | 110 | 121 | 131 | 138 |
| | 1962 | 103 | 100 | 94 | 102 | 106 | 114 | 126 | 115 | 118 | 131 | 139 | 151 |
| | 1963 | 101 | 96 | 98 | | | | | | | | | |
| Independent retailers | 1961 | 94 | 83 | 92 | 95 | 95 | 92 | 109 | 94 | 99 | 109 | 115 | 122 |
| | 1962 | 89 | 90 | 89 | 93 | 97 | 89 | 97 | 92 | 99 | 108 | 113 | 122 |
| | 1963 | 81 | 75 | 85 | | | | | | | | | |
| Hardware, Radio, Electrical Goods, Cycle and Perambulator Shops: Total (multiple and independent retailers, co-operative societies, gas and electricity showrooms) | 1961 | 92 | 96 | 97 | 99 | 104 | 104 | 125 | 96 | 99 | 105 | 105 | 113 |
| | 1962 | 89 | 89 | 93 | 88 | 98 | 116 | 118 | 112 | 116 | 120 | 127 | 136 |
| | 1963 | 97 | 97 | 102 | | | | | | | | | |
| of which (multiple and independent): Radio and electrical goods, cycle and perambulator shops | 1961 | 72 | 67 | 64 | 72 | 74 | 72 | 88 | 68 | 69 | 78 | 77 | 93 |
| | 1962 | 68 | 61 | 60 | 62 | 66 | 78 | 79 | 78 | 75 | 82 | 86 | 106 |
| | 1963 | 71 | 67 | 67 | | | | | | | | | |
| Department Stores: Household goods departments | 1961 | 133 | 119 | 117 | 123 | 124 | 111 | 156 | 109 | 119 | 141 | 143 | 146 |
| | 1962 | 142 | 114 | 111 | 117 | 120 | 121 | 148 | 122 | 134 | 153 | 160 | 155 |
| | 1963 | 138 | 109 | 111 | | | | | | | | | |
| Total, Household Goods Shops | 1961 | 97 | 95 | 99 | 102 | 106 | 105 | 125 | 100 | 104 | 113 | 117 | 124 |
| | 1962 | 97 | 94 | 94 | 95 | 103 | 111 | 119 | 111 | 116 | 124 | 131 | 139 |
| | 1963 | 98 | 93 | 99 | | | | | | | | | |

(a) Average of five weeks.
(b) Multiple retailers are defined as those having ten or more branches.

## New Business of Finance Houses

### Table 4—Index Numbers of New Hire-Purchase and Other Instalment Credit Extended Direct to Hirers per Calendar Month

Monthly average of 1957 = 100

| | Year | Jan. | Feb. | March | April | May | June | July | Aug. | Sept. | Oct. | Nov. | Dec. |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| Private cars – new | 1961 | 116 | 173 | 234 | 206 | 241 | 224 | 242 | 139 | 111 | 114 | 115 | 83 |
| | 1962 | 124 | 145 | 168 | 169 | 238 | 201 | 199 | 145 | 137 | 158 | 148 | 102 |
| | 1963 | 159 | 161 | 245 | | | | | | | | | |
| Private cars – used | 1961 | 131 | 179 | 204 | 183 | 218 | 201 | 195 | 143 | 110 | 118 | 108 | 79 |
| | 1962 | 96 | 121 | 134 | 138 | 179 | 162 | 169 | 152 | 126 | 133 | 111 | 78 |
| | 1963 | 81 | 104 | 151 | | | | | | | | | |
| Commercial motor vehicles – new and used | 1961 | 195 | 212 | 246 | 221 | 238 | 235 | 240 | 163 | 142 | 154 | 144 | 110 |
| | 1962 | 155 | 157 | 171 | 157 | 185 | 161 | 160 | 130 | 127 | 143 | 136 | 94 |
| | 1963 | 122 | 123 | 160 | | | | | | | | | |
| Motor cycles, side-cars, power assisted cycles – new and used | 1961 | 71 | 108 | 171 | 160 | 184 | 161 | 160 | 135 | 85 | 73 | 59 | 37 |
| | 1962 | 43 | 64 | 78 | 82 | 106 | 95 | 96 | 82 | 68 | 66 | 51 | 33 |
| | 1963 | 30 | 40 | 72 | | | | | | | | | |
| Caravans – new and used | 1961 | 74 | 137 | 220 | 219 | 242 | 248 | 226 | 188 | 146 | 159 | 123 | 80 |
| | 1962 | 95 | 127 | 172 | 175 | 222 | 205 | 217 | 198 | 160 | 153 | 115 | 76 |
| | 1963 | 74 | 98 | 178 | | | | | | | | | |
| Farm equipment and tractors | 1961 | 128 | 123 | 195 | 195 | 195 | 217 | 201 | 169 | 132 | 150 | 128 | 79 |
| | 1962 | 93 | 105 | 143 | 110 | 112 | 116 | 141 | 151 | 139 | 153 | 126 | 75 |
| | 1963 | 90 | 86 | 134 | | | | | | | | | |
| Industrial and building plant and equipment | 1961 | 251 | 239 | 312 | 311 | 360 | 315 | 346 | 233 | 239 | 272 | 263 | 211 |
| | 1962 | 254 | 300 | 337 | 266 | 302 | 254 | 286 | 212 | 216 | 235 | 209 | 181 |
| | 1963 | 233 | 217 | 312 | | | | | | | | | |
| Household goods (a) | 1961 | 138 | 114 | 126 | 120 | 136 | 123 | 133 | 115 | 107 | 118 | 119 | 104 |
| | 1962 | 118 | 98 | 90 | 88 | 110 | 105 | 120 | 115 | 107 | 120 | 117 | 110 |
| | 1963 | 128 | 96 | 108 | | | | | | | | | |
| All goods (including goods not shown above) | 1961 | 144 | 168 | 207 | 190 | 220 | 204 | 207 | 150 | 123 | 131 | 125 | 96 |
| | 1962 | 121 | 133 | 147 | 142 | 179 | 160 | 168 | 143 | 127 | 140 | 126 | 94 |
| | 1963 | 115 | 116 | 164 | | | | | | | | | |

(a) Includes pedal cycles and some mopeds; mopeds are generally classified with motor cycles but some returns do not distinguish mopeds from pedal cycles.

### Notes on Statistics

THE STASTISTICS in this article are derived from monthly returns made to the Board of Trade by two types of contributor – household goods shops and finance houses. The household goods shops give the value of the goods sold on credit. Covered in this full credit price would be the full cash price, including the down payment, and any credit charges. From these figures the index numbers of credit sales per week given in Table 3 are derived. These figures include all goods sold on instalment credit terms by the retailers concerned, whether they themselves finance the credit extended or whether this is financed by another organization, for example a finance house. The contributors comprise electricity and gas showrooms, co-operative societies, department stores and multiple and independent retailers. Clothing shops, mail order houses and credit traders calling on customers for orders are not included.

The contributing finance houses, on the other hand, send in figures of the value of new credit extended, including credit charges, during

(*Continued on next page*)

**Hire Purchase** (*Continued*)

the month. Down payments on the articles are not included. These figures form the basis of Table 4. In so far as goods sold by the household goods shops, whose credit sales comprise Table 3, are financed by direct agreements made between a finance house and the buyer, the new credit extended would also figure in Table 4, as well as being part of the value of sales covered by Table 3.

Both types of contributor also return monthly totals of instalments outstanding to them at the end of each period. These figures are brought together in Table 1. The estimates of debt owed direct to household goods shops relate to agreements entered into between customers and retailers. These estimates include the amounts outstanding on agreements which are subsequently discounted by finance houses. The debt outstanding on agreements made direct between finance houses and retail customers is, however, excluded from the debt owed to shops and included in the total of instalments owed to finance houses. This total does not include the amounts which have been discounted with finance houses. Included with finance houses are some manufacturers who finance credit sales of their own products.

Table 2 gives total credit transactions of finance houses and household goods shops combined. For further details see Economic Trends No. 95, September 1961. The figures were revised in the *Board of Trade Journal* of August 17, 1962, in the light of more comprehensive information about deposits on household goods derived from the Family Expenditure Surveys.

The repayment figures are derived from the new business and change in debt outstanding reported by contributors and thus necessarily include sums written off as irrecoverable and lump sum settlements of outstanding balances in addition to normal weekly, monthly or other periodical instalments.

Tables 1, 3 and 4 are based upon estimates derived from the Census of Distribution for 1957. Preliminary results of the 1961 Census of Distribution show that many cycle and radio shops are now classed as radio shops owing to a shift in the balance of their sales. Consequently, the category 'cycle shops, cycle and radio shops, perambulator shops', which has hitherto been distinguished in Table 3, is now combined with the radio and electrical goods shops pending the examination of the current kind of business of contributors which will be part of the re-basing of these monthly statistics on the Census for 1961.

The estimates in £'s million of goods sold on hire-purchase and other instalment credit during 1957, on which Table 3 is based, are: furniture and furnishings shops, 138·32; of which multiple retailers, 58·76 and independent retailers, 59·80; hardware, radio and electrical goods shops, electricity and gas showrooms, cycle and perambulator shops, 153·92; of which radio and electrical goods, cycle and perambulator shops, 98·80; department stores (household goods departments), 22·36. Total, household goods shops, 314·60.

The estimates in £'s million of the amount of new hire-purchase and other instalment credit extended in 1957 by finance houses, on which Table 4 is based, are: private cars (new), 55·96 and (used), 122·36; commercial motor vehicles, 46·25; motor cycles, etc., 32·33; caravans, 7·03; farm equipment and tractors, 7·53; industrial and building plant and equipment, 17·02; household goods (including pedal cycles), 49·01; and all goods, 350·57.

## Cancellation of 'Licences of Right'

NOTICE IS HEREBY GIVEN that proceedings under Section 36 of the Patents Act, 1949, applications have been made for the cancellation of the endorsement 'Licences of Right' on the following Patents:

| NUMBER | GRANTEES | SUBJECT-MATTER |
|---|---|---|
| 770,596 | Thomas Hydraulic Speed Controls, Inc., subsequently assigned to Eaton Manufacturing Co. . . | Variable speed hydraulic clutches. |
| 861,030 | L'Electro-Refractaire Societe Anonyme . . . . . | Production of lined pipes. |

Any person may give notice of opposition to the applications by filing Patents Forms No. 46 at the Patent Office, 25 Southampton Buildings, London, W.C.2, on or before June 8, 1963.

GORDON GRANT,
*Comptroller-General.*

Patent Office.

**EFTA Bulletin, April 1963**

The forthcoming meetings of EFTA and GATT form the focus of interest in the April edition of the *EFTA Bulletin*. M. Correa d'Oliveira, Chairman of the EFTA Council, declares that the Lisbon meeting will not change EFTA's primary objective – the achievement of the economic unification of Western Europe. GATT is dealt with in two articles. One describes its development and past achievements; the other explains the relevance of the forthcoming trade negotiations in Geneva from May 16 to 21 to the problems that divide Western Europe today. The direction of EFTA countries' external trade in 1962 is shown in two tables, which also give the percentage changes on 1961 and the percentage changes between 1960 and 1961. Copies: Information Department, EFTA, 10 Avenue de Bude, Geneva, Switzerland.

## CUSTOMS NOTICES OF INTEREST TO EXPORTERS

THE FOLLOWING Public Notices issued by H.M. Customs and Excise relate to various aspects of export procedure. Copies of these Notices may be obtained from the local Officer of Customs and Excise, whose address appears in the telephone directory, and to whom all inquiries should be addressed, or from the Secretary, H.M. Customs and Excise, King's Beam House, Mark Lane, London E.C.3.

### GENERAL

| Notice No. | |
|---|---|
| 106 | Temporary exportations of samples by British commercial travellers. |
| 113 | Scale of charges for the special attendance of an Officer of Customs and Excise given at the request of a merchant or trader. |
| 118 | Samples required for the purpose of promoting exports from the United Kingdom; admission without payment of Customs Duty and/or Purchase Tax. |
| 206 | Relief from Customs Duty and Purchase Tax for goods temporarily imported for process or repair and subsequent re-exportation. |
| 207 | Re-imported goods; relief from Customs Duty and Purchase Tax. |
| 210 | Temporary importation of films and similar goods for copying, printing, etc., to fulfil export orders. |
| 427 | Declaration of value on Customs export documents. |
| 77E | Purchase Tax – Exports. |
| 49 | Temporary importations: International Co-operation. |
| 215 | Relief from Customs Duty and Purchase Tax on importation of goods intended for export which are not otherwise eligible for relief. |
| S.N.6 | Notice to Passengers (Exchange Control and Export Licensing). |
| | *Notices to Exporters – Exchange Control (issued by H.M. Treasury). |

### DRAWBACK

| | |
|---|---|
| 218 | Drawback on certain imported goods exported without change of state. |
| 219 | Drawback on certain exported goods manufactured from imported materials on which duty has been paid. |
| 291 | Claims for drawback on goods exported where there has been a variation in the duty rate. |
| 372 | Authorization of signatories to drawback claims. |
| †7 | Drawback on mixed or blended beers when exported or deposited in bonded warehouse. |
| 224 | The examination of bottled beer, exported on drawback, at the premises of a licensed brewer for sale, or beer dealer as an alternative to examination on the quay. |
| †276 | Drawback on roasted coffee, roasted chicory or mixtures of roasted coffee and roasted chicory. |
| 172 | Drawback on hydrocarbon oils. |
| 171 | Drawback on hydrocarbon oil used in the United Kingdom in the manufacture of goods not containing hydrocarbon oil. |
| †56 | Drawback on British manufactured saccharin and saccharin goods. |
| 220 | Drawback on silk and man-made fibres. |
| †48 | Drawback on sugar, and on composite articles containing sugar, cocoa, etc. |
| †130 & †130A | Sugar Act, 1956. Surcharge repayment on sugar and molasses. (These Notices should be read in conjunction with Notice No. 48.) |
| †131 | Sugar Act, 1956. Composite goods containing sugar or molasses. Procedure following a change in rate of surcharge, etc., under the Act. |
| †212 | Drawback on blended tea. |

* Also obtainable from any Bank.

† The Finance Act, 1962, provides for the making of a Treasury Order affecting drawback of the duty on goods described in this Notice. Exporters concerned with these goods are accordingly advised to consult their local Officer of Customs and Excise as necessary.

# Recent Export Orders

***United Kingdom firms are invited to send in brief details of new export orders or contracts for publication on this page***

**Generators for Sierra Leone**

Three ten-cylinder engines, valued at £226,000 have been ordered from Crossley-Premier Engines Ltd., Sandiacre, by the Sierra Leone Development Company.

**Syrian Mill orders Vegetable Oil Machinery**

Contracts worth £85,000 for vegetable-oil making machinery and plant, have been received from Syria by Davy-Ashmore Ltd., Sheffield. The orders are for extensions to existing plant installed by the firm, and include technical services.

**Welding Equipment for Yugoslav Factory**

British Oxygen Co. Ltd., are to supply electric welding and cutting equipment worth about £20,000 for the Rade-Koncar factory which is being built at Zagreb by British firms.

**Television Camera Tubes for Japan**

Nearly a hundred image orthicon television camera tubes have so far been ordered in 1963 from English Electric Valve Co. Ltd., Chelmsford, by seven different Japanese broadcasting and television systems.

**Electrical Equipment for Greece, Netherlands and Australia**

AEI Ltd., have won a £40,000 contract to supply motors, control gear and switchgear to a cement works in Greece. From Australia they have won a similar contract worth £34,000 to drive a cement kiln in New South Wales. They are also supplying electrical equipment worth £28,000 to the Netherlands for eventual use in Venezuela at an oil well.

**Navigational Equipment for Japanese and Israeli Ships**

Two tankers being built in Japan, and a passenger liner under construction in Israel, will be fitted with a wide range of navigational aid equipment by the Marconi International Marine Co. Ltd., Chelmsford.

**Building Plant for Sudan Project**

Frederick Parker Ltd., Leicester, have supplied, within eight weeks of order, crushing and screening plant worth over £30,000 for use on the Khashm el Girba building project in the Sudan.

**Transmission Lines for Ghana**

BICC Ltd., have received an order valued at £120,000, for the diversion of an overhead line between Tema and Accra in Ghana.

**Remote Control for New Zealand Railways**

A fully transistorized remote control signalling system is to be supplied by AEI Ltd., to New Zealand Government Railways.

**India Buys Textile Machinery**

A £22,000 order for non-woven textile machinery has been placed with A. E. Callaghan & Son Ltd., Bognor Regis, by the Indian Central Jute Committee of Calcutta.

**Flour Mill Contract from South Africa**

The South African Milling Company have placed a £250,000 order for the complete re-equipping of their flour mill at Port Elizabeth. The order was gained by Henry Simon Ltd., Stockport, after the South African firm had appraised the latest milling processes by European engineers.

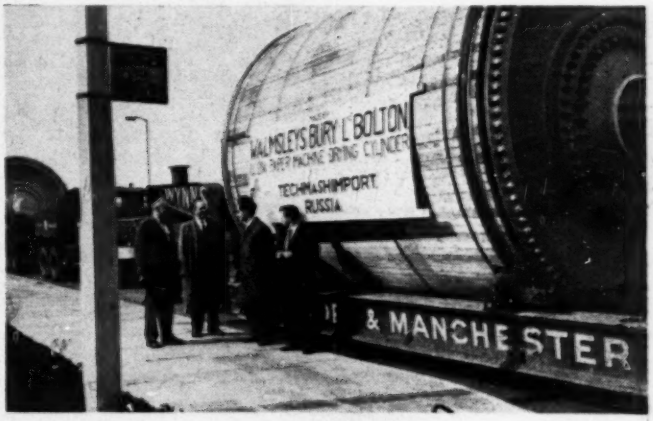
**Russia Buys Spectrometers**

Elliott-Automation Ltd., London, have sold four X-ray Fluorescent Spectrometers worth about £100,000 to Russia where they will be used for production control in the metallurgical industry. An order for a fifth Spectrometer, worth £25,000, was won at the Leipzig Fair.

**Second Television Unit for Hungary**

Magyar Televizio has ordered a second outside broadcast television unit from EMI Electronics Ltd., Hayes, Middlesex. The vehicle will be mounted on a 7-ton 'Bedford' chassis and coachwork will be by Strachan Ltd., London.

## British Paper Making Equipment for Russia




Two large paper machine drying cylinders on the point of leaving the Bolton works of Walmsleys (Bury) Ltd., for the first part of their journey to new paper mills in the U.S.S.R. The cylinders are part of a £3½ million contract placed with the firm some months ago by Techmashimport, the official Russian buying agency for paper making machinery. Each cylinder is 14 ft. in diameter and weighs approximately 80 tons

**Air Conditioning for Russian Ships**

Fourteen marine air conditioning units have been ordered by Russia for Russian ships being refitted in Italian shipyards. A feature of the order was that Thermotank Ltd., Glasgow, had to supply them direct to the shipyards within sixteen days.

**Roumanian Paper Mill Orders British Electrical Drives**

Crompton Parkinson Ltd., London, are to supply 550 electric motors for a new paper mill under construction on the Danube in Roumania.

**New Yugoslav Steel Mill Orders Electrical Equipment**

The Metal Industries Division of English Electric Co. Ltd., has received an order worth £3 million to supply the major part of the electrical equipment for the rolling mill drives for the new steelworks built at Skopje by British firms.

**South Africa Orders Sugar Installation**

Spencer (Melksham) Ltd., have received a £600,000 order from South African Sugar Terminals (PTY) Ltd., of Durban. They will design and construct a raw sugar handling and shipping installation in the company's Durban dock. The same firm recently completed a similar installation in Barbados.

**Catering Equipment for Iran**

Lockhart Equipment Ltd., Reading, have fulfilled a £3,000 order for catering equipment to the National Iranian Oil Company's new administrative building in Teheran.

**Airliners for Argentina**

Aerolinas Argentinas have placed an order for a further three Avro 748 40-seat turbo-prop feeder-liners.

**Hungary Buys Grain Machinery**

Garvie's, a small firm of agricultural machinery manufacturers in Aberdeen, has recently secured an order for ten Sample Plot Threshers from Hungary. The threshers are used in the process of breeding new types of grains or other seed. The firm exports also to West Africa, Central America, the Middle and Far East.

**Tree Carrying Trucks for Borneo**

A £20,000 repeat order has been secured by Leyland Motors Ltd. for specially built trucks to be used for carrying timber out of the dense Borneo jungle.

## Potential Customers for U.K. Exports

BESIDES PROVIDING the *Export Service Bulletin* which, on a subscription basis, gives United Kingdom exporters news of specific overseas needs that come to the department's notice, the Board of Trade maintains lists of importers of various products in most countries which will be supplied on request. Application should be made to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4, or to the appropriate Regional Office of the Board.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# Government Surplus Sales by Auction

## Air Ministry

| 1963 | Stores | Location | Auctioneers |
|---|---|---|---|
| May 22 . | Miscellaneous stores and equipment . . | No. 7 Maintenance Unit, Royal Air Force, Quedgeley. | Bruton, Knowles & Co., Albion Chambers, King Street, Gloucester. (Tel. Gloucester 21267). |

The above sale will include marine engines and spares, generating sets, bomb trollies, vehicles tyres, pilot and wall clocks, aluminium containers, carpenters', fitters' and tinsmiths' tools, camp kits, carpets and rugs, furniture, blankets, mattresses, vehicle and electrical spares.

| | | | |
|---|---|---|---|
| June 19 . | Huts and buildings including Nissen and Laing types, cable and bulk oil installations. | Royal Air Force Station, Clyffe Pypard, Swindon, Wilts. | Thompson, Noad & Phipps, 39 Market Place, Chippenham Wiltshire. (Tel. Chippenham 2271-2). |
| June 20 . | Miscellaneous stores and equipment . . | No. 25 Maintenance Unit, Royal Air Force, Hartlebury. | Nock & Joseland, Bank Buildings, Kidderminster, Worcs. (Tel. Kidderminster 2053). |
| July 11 . | Miscellaneous stores and equipment . . | No. 14 Maintenance Unit, Royal Air Force, Carlisle. | Harrison & Hetherington Ltd, Botchergate, Carlisle. (Tel. Carlisle 26292). |
| Aug. 28 . | Miscellaneous stores and equipment . . | No. 16 Maintenance Unit, Royal Air Force, Stafford. | South & Stubbs, 28 Eastgate Street, Stafford. (Tel. Stafford 2331). |
| Sept. 12 . | Miscellaneous stores and equipment . . | No. 35 Maintenance Unit, Royal Air Force, Heywood, Lancs. | Brady & Son, 17 Warren Street, Stockport, Cheshire. (Tel. Stockport 2252). |

Catalogues for the above sales may be obtained within fourteen days of the advertised date of sales, of application to the auctioneers. Catalogues for sales held at Maintenance Units cost 1s. 0d. each (*Postal Orders only*), all other catalogues free.

**Disposal of Assets at C. & R. Sites**

Geering and Colyer will sell by public auction on the dates indicated and at the Royal Air Force sites listed below operational equipment including air conditioning and refrigeration plant, electric meters, water pumps, fans, heaters, compressors, etc., R.S.J. gantries and girders, teak flooring, electricity supply cable, sanitary items, doors and miscellaneous items.

1963
May 21 . Margate, Kent.
June 11 . St. Margarets Bay, Kent.

Catalogues (free) may be obtained within fourteen days of the sale dates from Geering & Colyer's offices at:
Ashford (Tel. 25), Hawkhurst and Tunbridge Wells, Kent, Rye, Heathfield and Wadhurst, Sussex.

**Tender Sales**

Tenders are invited for the purchase of transformers (smallest 4 kVA largest 150 kVA) ring main units and other electrical equipment situated at Royal Air Force Stations in Oxfordshire and neighbouring counties.

Tender are invited for the purchase and removal of: (a) Electricity generating installations and other equipment at Neatishead, near Norwich, and Bircham Newton, near Kings Lynn, and (b) Anodic plant and salt bath (used for normalizing aluminium) at Cosford, near Wolverhampton.

Apply within 7 days of the date of this notice to Air Ministry (C19a) Turnstile House, London, W.C.1, for tender forms,.

## War Office

| 1963 | Stores | Location | Auctioneers |
|---|---|---|---|
| May 14 . | Textiles, engineering and carpentry tools and miscellaneous stores. | Central Ordnance Depot, Didcot, Berks. . | Simmons & Sons (Dept. L), 12 Station Road, Reading. (Tel. 54025). |
| May 16 . | Plant electrical and miscellaneous stores . | Technical Stores, Sub-Depot, Wem, Salop. . | Hall, Wateridge & Owen (Dept. L), High Street, Shrewsbury. (Tel. 2081). |
| May 23 . | Vehicles and miscellaneous stores including: | W.D. Storage Depot, Bowhouse, Hurlford, Nr. Kilmarnock, Ayrshire. | Dixon & Wallace Ltd. (Dept. L), Bank Buildings, Graham Square, Glasgow, E.1. (Tel. Bridgeton 2447). |

Saloon and Estate cars; Utilecons; Land Rovers; vans; trucks; Diamond 'T' tractors; 5 ton mobile crane; stone crushers, 8 cu. yd. towed scraper; coaches; ambulances; trailers; motorcycles; M.T. spares; aircraft spares and equipment; lifting chains; tool kits; hand tools including hammers, hand and cross cut saws, mallets; tarmac forks; steel wheelbarrows; wooden extending ladders; debris bins; 50 ft. measuring tapes; platform weighing machines; cable; furniture; kitchen utensils; etc.

| | | | |
|---|---|---|---|
| May 27-30 . | Machine tools and miscellaneous stores . | W.D. Storage Depot, Royal Arsenal, Woolwich, London. | Fuller, Horsey, Sons & Cassell (Dept. L), 10 Lloyd's Avenue, London, E.C.3. (Tel. Royal 4861). |
| June 13 . | Miscellaneous stores . . . . . | W.D. Storage Depot, Ruddington, Notts. . | Walker, Walton & Hanson (Dept. L), Byard Lane, Bridlesmith Gate, Nottingham. (Tel. 54272). |

Catalogues for each sale shown above may be obtained from the appropriate Auctioneer 14 days prior to date of sale, price 1s. 0d. (*Postal Orders only*).


## REPORTS FOR U.K. EXPORTERS ON FIRMS OVERSEAS

*UNITED KINGDOM exporters may wish to know more about a firm abroad which has offered to do business with them. The Board of Trade keeps records about the standing, activities and influence of many firms abroad, and will make inquiries about any particular firm not already on record. These are not credit reports (for which the inquirer should apply to banks and other agencies) but they are useful in deciding the suitability of the overseas trader as a sales outlet. Requests for reports should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4, or to the appropriate Regional office of the Board.*

# *Trade Fairs and Exhibitions at Home and Overseas*

## Changes in Trade Fairs and Exhibitions Announcements

BECAUSE of pressure on space all the various classified lists of trade fairs and exhibitions will be published in full only on the dates indicated below:

| | Date Last Published | Date Next Published |
|---|---|---|
| United Kingdom | May 3 | Aug. 2 |
| Outside Europe | April 5 | July 5 |
| Europe | Mar. 1 | June 7 |

Amendments and additions to the three lists will be shown in the issues of the intervening weeks.

No responsibilty is taken for the standing of organizations or individuals mentioned in the lists, and dates, etc., may be subject to alteration.

The Board of Trade Export Publicity and Fairs Branch, Horse Guards Avenue, London, S.W.1 (Tel. Trafalgar 8855, Ext. 3096, Europe; 3097 United Kingdom and outside Europe) will be glad to answer general inquiries but applications should be made to the organizers or United Kingdom agents for details of costs and conditions of participation. Export Publicity and Fairs Branch can also provide information about other events which, owing to space limitation, are not included in the lists.

* indicates fair which is held annually at approximately the time stated.

† indicates fair which is held in alternate years at approximately the time stated.

## Additions to Classified Lists

THE fairs and exhibitions given below are additions to the full lists published in the *Board of Trade Journal* on May 3, April 5 and March 1 respectively.

### OUTSIDE EUROPE

**Addition:**

NEW YORK: FINE FOOD AND CONFECTION SHOW – August 25-28, 1963. Apply, Charles Snitow Organization Inc., 331, Madison Avenue, New York 17, N.Y.

### EUROPE

**Addition:**

MUNICH: GERMAN BUILDING MACHINES EXHIBITION (BAUMA) – March 14-22, 1964.

* Apply, The Building Exhibition, 11 Manchester Square, London, W.1. (Tel.: Hunter 1951.)

Mr. H. Birtles (left), Director, Export Services Branch, Board of Trade; Mr. B. F. Boothby (centre), National Association of British Manufacturers; and Mr. M. L. G. Balfour, Export Publicity and Fairs Branch, Board of Trade, at the reception held at the Design Centre, London, on April 29, to mark the opening of the Export to Europe Exhibition by Sir Ralph Perring, Lord Mayor of London (see *Board of Trade Journal*, May 3, page 1016).

FOIRE DE PARIS

VISIT THE
PARIS INTERNATIONAL
TRADE FAIR

*22nd MAY — 3rd June 1963*

*Book these dates now for your visit to the world's most comprehensive Trade Fair. Official Fair Vouchers, issued only to bona fide trade visitors, entitle the holder to free entry to the Fair, free catalogue, business currency allocation and a reduction in French rail fares. Apply now for full particulars.*

**125 Acres** **3,500,000 Visitors**
**50 Nations** **12,500 Exhibitors**

*Representatives in the U.K.:*

FRENCH CHAMBER OF COMMERCE
IN GREAT BRITAIN

74 Brook Street, London, W.1 Telephone: HYDe Park 2744

## British Caravan Display in Sweden

THE BOARD OF TRADE have collaborated with the National Caravan Council in organizing the display of British caravans at the 46th International Swedish Trade Fair, Gothenburg, which is due to open on May 10. The show closes on May 19. Thirteen manufacturers will feature about 40 caravans in the British display, occupying three separate open-air sites covering a combined area of more than 13,800 square feet.

The caravans, ranging in length from 10 to 30 feet, are mainly of the lightweight, fast-touring variety. A few heavier versions to interest the weekend holiday-maker or those wanting a mobile home, are also featured.

Mr. John E. B. Hill, a Junior Lord of the Treasury, is expected to visit the display during the course of the Fair. The Board of Trade have also installed in the Fair as a separate exhibit an inquiry bureau to give information generally about British industry. It is to be staffed by the British Consulate-General in Gothenburg.

The International Swedish Trade Fair at Gothenburg is one of the Country's major annual exhibitions, and attracts visitors, buyers and exhibitors from many parts of the world. The British display there follows a successful venture by the caravan industry at the British Trade Fair in Stockholm last year.

British exported more than £2 million worth of caravans last year. Sweden's share of his totalled some £200,000, double the previous year's figure.

## 150,704 People see Engineering Exhibition

OFFICIAL ATTENDANCE figures at the close of the London International Engineering Exhibition on May 2 (See *Board of Trade Journal*, April 5, pages 773-787) showed that 150,704 people had seen the show during its nine days' run – double the attendance figures at the Engineering, Marine Welding and Nuclear Energy Exhibition in 1961. This statement was made by an official of the Industrial and Trade Fairs Ltd., which, with F. W. Bridges and Sons Ltd., organized the exhibition. The official added that these figures were the highest so far recorded for an exhibition of this type in the United Kingdom.

Comments from exhibitors, he said, had indicated how pleased they were with the results. Foreign interest had also been considerable, with visitors drawn from 50 countries. One of the features of the exhibition was the number of Government ministers and ambassadors who paid official visits, all of whom praised the exhibition for the part it was playing in the development of trade between British and overseas industries.

'Although it is much too early to judge the final effects of the exhibition, many valuable orders were taken, further contracts are pending, and extensive future business is anticipated as the result of contacts that were made,' said the official. 'Highly delighted, too, were Government-sponsored organizations whose stands formed the International trade centre.'

### EXPORT INQUIRIES

Most of the detailed information which British traders may need to help them sell their goods overseas can be obtained by contacting the nearest Regional Office of the Board of Trade or the Export Services Branch (Hillgate House, 35 Old Bailey, London, E.C.4. Tel. City 5757).

It may save you time if your export inquiries are sent in the first place to the Board of Trade rather than to Trade Commissioners or Commercial Officers overseas. A list of addresses of Regional Offices of the Board of Trade appears on page xiv of the supplement. (*BoTJ.* February 1, 1963.)

RECMF

RADIO and ELECTRONIC COMPONENT SHOW

**OLYMPIA, LONDON · 21-24 MAY 1963**

Now established in its new venue at Olympia, the 19th Radio and Electronic Component Show will be held in May 1963 with more than 250 British manufacturers of components, accessories, valves, tubes, semi-conductors and measuring instruments taking part.

Covering 120,000 square feet of exhibition space the show is sponsored by the Radio and Electronic Component Manufacturers' Federation, who extend a cordial invitation to all those interested in this rapidly growing field, vital to world industries and science.

**PLAN YOUR VISIT NOW** to Britain's only major electronic show this year!

**Exhibits include:**

**. . . components, accessories, valves, tubes, semi-conductors, measuring instruments and test gear, professional electronic equipment, machinery and tools for:**

- Telecommunication equipment
- Radio and television receivers
- Tape recorders, gramophone reproducers and sound-on-film equipment
- Amplifiers, tuners and 'hi-fi' equipment
- Electronic computers and data handling equipment
- Radar and navigational aids
- Measuring instruments and test gear
- Professional and scientific electronic apparatus
- Medical electronic and allied apparatus
- Process control, industrial electronics and automation equipment
- Civil and military aeronautical ground and air equipment
- Guided missile and spacecraft equipment
- Nucleonic and atomic power control apparatus

*Times:* 10 a.m.—6 p.m. daily
*Admission:* 5/-, or by ticket obtainable from exhibitors. Foreign visitors free.

AN IEE EXHIBITION

Industrial Exhibitions Limited, 9 Argyll Street, London, W.1

***Overseas Trade Section***

# Turkey's 1963 Development Programme and British Exports

***An outline of Turkey's Five-Year Development Plan for the years 1963-67, drafted by the State Planning Organization, has recently been published in Ankara. This Plan provides for the investment from public and private sources of about £2,350 million on all sectors of the economy, the main emphasis being on irrigation and agricultural machinery, investment in manufacturing industry, the construction of roads and harbours, and the improvement of housing and education. Details of projects to be undertaken within the Plan will appear in annual programmes, the first of which, the 1963 Programme, was published last February. An English translation, covering 455 pages, has now appeared and the points which may interest British businessmen are summarized below:***

THE COST of the Plan will be met mainly by Turkey herself, but it is estimated that she will require substantial external assistance. A consortium on aid to Turkey, of which the United Kingdom is a member, has been set up under the auspices of OECD, and has, in the first instance, been considering financial assistance towards the Turkish programme for 1963.

British exports to Turkey have recovered strongly since the Turkish balance of payments crisis in 1958. They rose from £10·2 million in 1958 to £15·8 million in 1959 and £16·9 million in 1960; the figure for 1961 was £23·2 million and for 1962 £20·5 million. Turkey has thus once more become a useful market for British goods, and the Five-Year Development Plan should ensure that it continues to be so.

Listed below are details forwarded by the British Embassy in Ankara of some of the imports required by the 1963 programme which may offer scope for the sale of British goods and services. United Kingdom firms who are interested in any of these projects are advised to communicate with their agents in Turkey, or to write direct to the Turkish authorities mentioned asking for further details. Where insufficient information is given to enable contact to be made with the appropriate Turkish authorities, firms are urged to apply to the Department of Industry, Union of Chambers of Commerce, Industry and Commodity Exchanges of Turkey, at 30 Sehit Tegmen Kalmaz Caddesi, Ankara. It should be emphasized that so far as is known invitations to tender have not yet been issued. When they are, details will be published in the *Export Services Bulletin* in the usual way. (25·2 Turkish liras=£1 sterling).

### *1. Equipment for Mining Coal and other Minerals*

Imports to the value of 71 million Turkish liras are expected to be made. Of this sum 66 million liras will come from the State Enterprises. Little investment in mining is expected in the private sector due to the stagnation in mineral exports and to the fact that amendments required to be made in mining legislation have not yet been made. The main State Enterprises concerned are the Turkish Coal Board (Turk Komur Isletmeleri Kurumu Umum Mudurlugu, Etibank Binasi, Sihhiye, Ankara) and the Purchasing Department of the Eti Bank (Santinalma Dairesi Mudurlugu, Etibank Genel Mudurlugu, Ankara).

### *2. Meat Packing Plant*

Meat packing plants are to be built, especially in the eastern provinces, by the Meat and Fish Organization (Et ve Balik Kurumu Genel Mudurlugu, Ankara).

### *3. Plant for Milk Products*

A private enterprise in Bursa is to set up a factory for powdered milk, milk concentrate and baby food. The construction of a new milk pasteurising plant in Istanbul will be started. It should in addition produce yogurt and butter. It will be completed in a year and a half at an estimated cost of 6 million liras. UNICEF have allotted a credit of 500,000 dollars for this project. A powdered milk plant is to be set up at Kars, as well as installations for producing butter and cheese, having a total milk processing capacity of 9,000 tons a year.

### *4. Canneries*

The private sector is expected to import 6 million liras worth of equipment for canned food installations in the provinces of Antalya, Balikesir, Bilecik and Istanbul.

### *5. Flour Mills*

Imports worth 7 million liras are expected to be made by the private sector for equipping modern mills for flour and other cereals.

### *6. Plant for Vegetable Oil*

Imports worth 8·6 million liras are expected to be made for the vegetable oil industry, mainly in the private sector.

### *7. Tea Factories*

Imports worth 4·2 million liras are expected to be made for equipping seven new tea factories to be set up by the Ministry of Monopolies (Inhisarlar Umum Mudurlugu, Gumruk ve Tekel Bakanligi, Ankara).

### *8. Breweries*

Work is to start on the construction of a brewery at Yozgat by the Ministry of Monopolies (for name and address see preceding sub-paragraph). In addition private enterprise will start the construction of a brewery at Izmir and another at Afyon.

### *9. Cigarette Factory*

Imports worth 28 million liras are expected for the new ciragette factory at Maltepe in Istanbul having a capacity of 20,000 tons a year. The name and address of the buyer are in sub-paragraph 7.

### *10. Textile Manufacture*

Imports worth 36 million liras are expected to be made by the textile manufacturing industry, mainly in the form of replacement machinery, tools and equipment rather than for new plant. In the state sector, the buyer in the Sumerbank Genel Mudurlugu, Ankara.

### *11. Chemical Industry*

Imports of chemical plant are expected to be made by the State Enterprises to a value of 7·6 million Turkish liras and by the private sector to a value of 38 million Turkish liras. The Government regard it as urgent to improve the super-phosphate plants and to achieve the production of granulated fertilizers. They wish to enlist the aid of foreign experts to plan the co-ordinated production of super-phosphate and sulphuric acid and to design plants for producing triple super-phosphate. In the state sector, the main buyers of fertilizer plant are the Azot Sanayii Umum Mudurlugu, at 4, Ziya Gökalp Caddesi, Ankara.

### *12. Manufacture of Asbestos Cement Pipes*

Efforts are to be made to establish plants for producing 65,000 tons of asbestos cement pipes a year.

### *13. Manufacture of Machinery*

The Government's policy is to promote the local production of a wide range of machinery. For this purpose imports by the private sector worth 100 million liras and imports by State Enterprises worth 15·9 million liras are expected to be made.

### *14. Ship Building*

The following ships are to be built locally: one 3,500 tons dead weight cargo ship, one 1,000 tons dead weight cargo ship, three car ferries, one shuttle ferry, two floating cranes, four tugs, one motor lighter, one harbour water ship, one harbour tanker, one

**Turkey's 1963 Development Programme and British Exports** (*Continued*)

ferry boat, one diving ship. The equivalent of $1·2 million is to be spent on imported requirements for this building programme. The buyer in the state sector is the Purchasing Department of the Maritime Bank in Instanbul (Satinalma Mudurlugu, Denizcilik Bankasi A.O., Instanbul).

### *15. Motor Vehicles*

The following trucks are to be locally assembled:

| *Type* | *Capacity in tons* | *Units* |
|---|---|---|
| ¼ ton | 0 to 1 | 400 |
| 1½ ton | 1·1 to 3 | 340 |
| 5 ton | 3·1 to 6 | 400 |
| 7½ ton | 6·1 to 9 | 520 |
| 10 ton | over 9·1 | 340 |

The following buses are to be imported or locally assembled:

| *Type* | *Number of seats* | *Units* |
|---|---|---|
| 10 seats | 8 to 16 | 550 |
| 28 seats | 17 to 34 | 890 |
| 40 seats | over 35 | 780 |

The import of complete buses will only be allowed in cases where the buses will be operated between Turkey and other countries for tourist purposes.

The following private passenger vehicles are to be imported or locally assembled:

| *Type* | *Units* |
|---|---|
| Passenger cars (small and light weight only) | 4,000 |
| Jeeps | 2,600 |

The values of the imports required for this programme are estimated as follows:

| | |
|---|---|
| Imported components and engines | $75 million |
| Complete vehicles | $5 million |

### *16. Parts and Materials for Railway Rolling Stock*

Parts and materials to a value of $2,660,000 are to be imported for the construction of 500 railway freight cars and 30 railway passenger cars. The buyers are the State Railways (Satinalma Dairesi Baskanligi, Devlet Demir Yollari Umum Mudurlugu, Ankara).

### *17. Gas Works*

Imports worth 4·5 million liras are expected to be made for extending the Municipal Gas Works at Ankara, Istanbul and Izmir and for constructing new gas works at Bursa and Eskisehir.

### *18. Tourism*

The Ministry of Press, Broadcasting and Tourism intends to reach an agreement with an experienced firm of world-wide repute who will take on responsibility for tourist propaganda for Turkey and conduct research into tourist motivation. The policy for developing touristic establishments in Turkey would depend on the results of this research. The Ministry's name and address are: Basin, Yayin ve Turizm Bakanligi, Yayin Mudurlugu, Ankara.

### *19. Equipment for Schools and Universities*

Considerable imports will be required for basic equipment, laboratory equipment and workshop equipment for schools and universities. The main buyer will be the Ministry of Education, Milli Egitim Bakanligi, Ankara.

### *Opportunities for Investment in Turkey*

The Turkish Government wishes to encourage investment in the following fields:

The production of chemicals from oil refinery products, e.g. fertilizers and PVC;

The production of bottled gas, containers for same, stoves and space heaters, etc., for use with same;

The manufacture of machinery and metal articles from the iron and steel to be produced by the Eregli Iron and Steel Works;

The production of agricultural requirements, especially fertilizers, insecticides, specialized tools and equipment, processing and packing plants for fruit and vegetables;

The local production of raw materials for pharmaceuticals and of raw materials for use in metal working and in the manufacture of mechinery (including electrical);

The manufacture of agricultural machinery and implements;
The manufacture of trucks and buses;
Paper making;
Wood drying;
The manufacture of furniture;
The manufacture of clothing;
Tanning and the manufacture of leather products;
The manufacture of fruit juices;
The processing of meat and meat by-products;
Cleaning and grading of vegetables;
Mining of copper and iron;
Hotels, motels and restaurants.

The Government does not desire to see further investment in cotton textiles manufacture, flour milling, cotton ginning, match manufacture, or in the production of tyres, rubber footwear, glass, ceramics or sanitary ware.

The value of the investments which the private sector is expected to make in industry in 1963 other than in the Eregli Iron and Steel Works is estimated at roughly 700 million liras.

The 1963 Programme draws attention to the following incentives for encouraging investment in industry in the private sector:

(a) Legislation on drawbacks is to be introduced whereby a rebate will be granted in respect of duties and similar taxes levied on imported goods which are incorporated in exports;
(b) Measures will be taken to provide for the refund, at the time when goods are exported, of the production taxes and other indirect taxes which have been levied on those goods;
(c) The arrangements whereby industries in Turkey whose products contain less than 30 per cent. by value of domestic production are exempt from production tax, while industries whose products contain more than 30 per cent. are liable to production tax, are to be changed;
(d) The customs duties on imported machinery and equipment are to be modified with a view to making Turkish industry more competitive.

The Programme indicates the following fields as suitable for investment by the private sector.

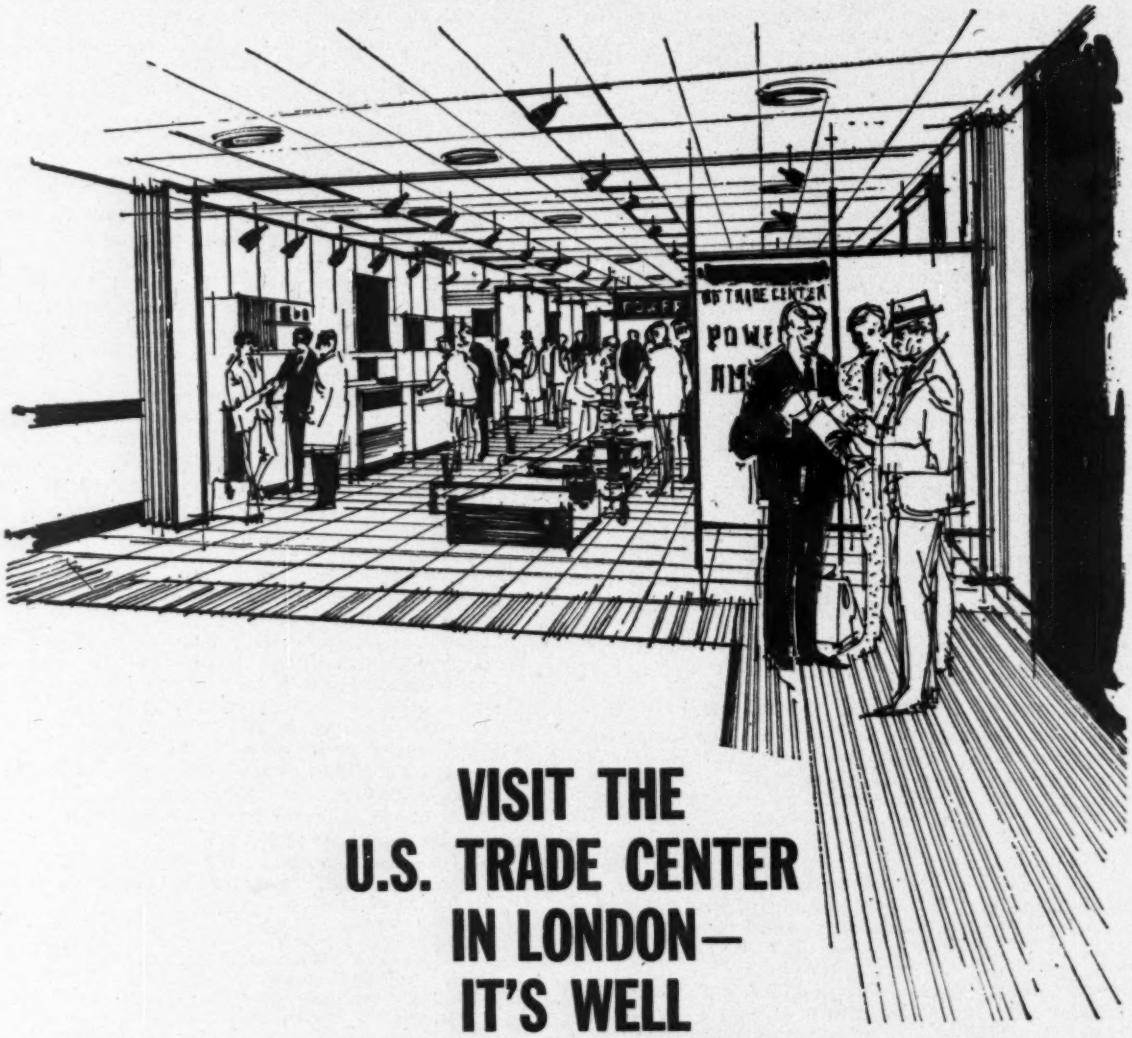
**(1) Food, beverages, tobacco**
Production of Turkish sausages and salame.
Production of gelatine.
Establishments for the evaluation of animal by-products.
*Milk and milk products.*
Production of different milk products.
*Canned fruit and vegetables.*
Fruit and vegetable juices.
Production of sauce (specially for export).
Production of canned goods (specially for export).
*Canned fish and other sea products.*
Canned fish (specially for export).
Fish flour production.
*Cocoa, chocolates, sweets.*
Chocolate and sweets (specially for export).
*Production of different food items.*
Production of glucose from different agricultural products.
Production of margarine and vegetable oil.
Production of potato chips
*Wine industry.*
Wine Production (specially for export).
*Non-alcoholic beverages industry.*
Production of different non-alcoholic beverages.

**(2) Textile and wearing apparel industry**
Shoe manufacturing by means of fabrication.
Manufacture of ready-made clothing.

**(3) Wood, furniture, paper-printing, leather, rubber and other industries**
Paper manufacturing from the remains of celluloids and grains.
Manufacture of furniture by fabrication methods.
Establishment of timber heating.
Founding of modern leather tanning establishments or the modernization of present establishments.
*Different manufacturing industries:*
Manufacture of x-ray, cine and camera films.

**(4) Manufacture of chemical goods and products**
Manufacture of:
Sodium hydroxide (caustic soda).
Hydrochloric acid.

(*Continued on page* 1087)



# VISIT THE U.S. TRADE CENTER IN LONDON— IT'S WELL WORTHWHILE

Every year a series of exhibitions is held at the Trade Center to enable American businessmen to expose their merchandise to British and European buyers. Each exhibition features merchandise in a field chosen because it offers established opportunities for an increased market. The American manufacturers are seeking to establish representation for their products; to show the retail trade their latest ranges; and to discuss promotion with individual buyers.

Past exhibitions (the Center opened in June 1961) have ranged from toys to electronic equipment, from children's wear to photographic equipment, from housewares to heating, ventilating and air conditioning equipment.

Every exhibition is publicized to the trade and admission is free. Just show your business card and you will be made welcome. A different exhibition is held each month, open for 10-21 days.

U.S. TRADE CENTER, 57 ST. JAMES'S STREET, LONDON, S.W.1 HYDe PARK 5921 · OPEN TO THE TRADE · MONDAY TO FRIDAY

UNITED STATES TRADE CENTER

## Turkey's 1963 Development Programme and British Exports

*(Continued)*

Composed fertilizers.
Sodium bicarbonate (from sodium).
Slaked lime (calcium hypochloride) (by-product of caustic soda).
Artificial tissues and plastic raw material:
(a) phenol formaldehyde.
(b) polyvinyl chloride.
(c) polyvinyl acetate
(d) celluloid acetate (will probably be taken up by the State sector).
(e) 'nylon chips'
Plasticisers.
Rose oil, only for export, (in esparto).
Methyl alcohol (to be used as anti-freeze).
Phthalic acid anhydride.
Tartaric acid (by-product of the wine industry).
Carbon black (to be used in rubber industry).
Calcium carbonate.
Modernization of vegetable oil establishments.
Manufacture of corn oil, starch and glucose from corn in relation to the vegetable oil establishments, especially those in the Black Sea region.
Establishments for the extraction of cooking oils from prina.
Manufacture of different essences from fruit peelings.

**(5) Non-metallic Products industry**

Manufacture of:
Tiles by fabrication methods.
Concrete pipes with asbestos.
'Prekontren' pipes.
Construction material from light concrete.

**(6) Manufacture of metal goods, machinery and transport vehicles**

Manufacture of:
Containers.
High pressure steam furnaces.
Internal combustion motors.
Water turbines.
Pumps.
Ventilators and aspirators.
Air and other gas compressors.
Boilers and automatic stoves.
Industrial furnaces.
'Ecovates' and refrigerator spare parts
Instruments for changing the temperature.
Pulverizators.
Machinery for lifting and carrying.
Machinery for road construction and mining.
Agricultural machinery.
Machinery for food.
Machinery for weaving.
Equipment for steel factories and foundries.
Cast iron and cast iron cylinders.
Workroom looms.
Equipment for looms.
Typewriters and accounting machines.
Machinery for land and mine preparation.
Valves and vents.
Transmission and gearboxes and their parts.
Meters for electricity and gas.
Instruments and equipment for medicine, surgery and veterinary.
Installations for irrigation and oiling.
Trucks and buses.
Bicycles.

The Programme mentions the Department of Industry of The Union of Chambers of Commerce, Industry and Commodity Exchanges of Turkey in Ankara, address – 30, Sehit Tegmen Kalmaz Caddesi, Ankara, as an organization well qualified to give guidance to would-be investors in industry in Turkey.

One copy of an English translation of the 1963 Programme is now available for inspection at the Board of Trade. Application for appointments to see the Programme should be addressed to Commercial Relations and Exports Department, Room 5158, Board of Trade, Horse Guards Avenue, Whitehall, London, S.W.1. (Tel. Trafalgar 8855, Ext. 2715).

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**Exporting to Eastern Europe**

'The East European Market', a report compiled by the Intelligence Department of Barclays Bank Ltd., examines the question of trade with East European countries and discusses the potential market in each of the seven republics. Copies free on application to any branch of Barclays Bank Ltd.

## £2,857,000 Loan for Turkey

THE Export Credits Guarantee Department announced on May 1, that as a contribution to international aid for Turkey, an Agreement was signed in London on May 1 for a loan of £2,857,000 from the United Kingdom Government to Turkey. The loan, under Section 3 of the Export Guarantees Act 1949, will be available to finance the purchase of a wide range of capital and semi-capital goods from the United Kingdom, and is to be repaid between April 1970 and April 1988. The Head of the Permanent Delegation of Turkey to the OECD, Mr. Mostar, signed on behalf of Turkey, and the Secretary of the Export Credits Guarantee Department, Mr. A. E. Percival, on behalf of the United Kingdom.

The loan represents a contribution for 1963 undertaken by the United Kingdom in a consortium on aid for Turkey which was set up in July 1962, under the auspices of the OECD, to concert assistance to Turkey's Five Year Development Plan. The countries represented on the consortium are the United States, the United Kingdom, Canada, Austria, Belgium, France, Germany, Italy, Luxembourg, Netherlands, and Sweden.

The consortium which meets in Paris has in the first instance been considering financial assistance towards the Turkish programme for 1963. In addition to bilateral contributions by other members of the consortium, Turkey is receiving assistance from the International Development Association and shorter-term assistance from the International Monetary Fund and the European Fund set up under the European Monetary Agreement.

### Exporters

THE services of the Export Sections of the Board of Trade Regional Organizations are freely available to you. Each of these Export Sections is closely linked with the Board of Trade Headquarters and thus with the Overseas Offices of H.M. Government. The Controller and his staff will give you all possible help in your efforts to sell your goods overseas.

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## *Trade and Financial Arrangements*

# Exports of United Kingdom Cotton Yarns to Burma

THE GOVERNMENT of the United Kingdom entered into an agreement with the Government of Burma on April 2 for the supply to Burma of cotton yarns of United Kingdom manufacture for which payment will be received partly in United States dollars and partly in raw cotton from the United States. The cotton will be made available by the Government of the United States by means of a Tripartite Purchase Authorization, in accordance with their recent Agricultural Commodities Agreement with Burma under the United States Public Law 480 (Agricultural Trade Development and Assistance Act). Cotton will be supplied to the United Kingdom to an amount equivalent in value to 65 per cent. of the f.o.b. value of the yarns exported by the United Kingdom to Burma. The balance (35 per cent.) of the f.o.b. value of the yarns will be paid in United States dollars (see paragraph 6 below).

2. The agreement does not specify the quantity of yarns to be supplied by the United Kingdom. Import authorizations issued by the Government of Burma under this scheme permit imports from all countries which have entered into similar agreements with Burma. At present the countries concerned are India, Hong Kong, Yugoslavia, Netherlands, Japan, Pakistan, Italy, U.A.R. and the United Kingdom. Importers in Burma are thus free to place orders in all or any of those countries up to the value of their import authorizations. So far as is known here, import allocations have been issued only to Civil Stores Committee No. 2, formerly known as the Civil Supplies Management Board.

3. The special procedure necessary for business under the scheme in order to comply with the payment arrangements laid down in the agreement is explained in the following paragraphs. United Kingdom exporters will be reimbursed for the yarns which they have exported partly by the proceeds of United States dollars and partly by the proceeds of United States dollar payments for cotton imported into the United Kingdom. Cotton exporters in the United States will be paid by the United States Government. All payments will be centralized through the Chartered Bank in the United Kingdom and the State Commercial Bank in Burma.

### Exports of Yarns

4. Importers in Burma may place orders with exporters of their choice in the United Kingdom. Contract terms may be freely negotiated except that the following provisions must in all cases be included:

(a) contract prices to be expressed in kyats and on an f.o.b. basis;

(b) any claims in respect of deficiency in quantity or quality of the yarns to be settled by negotiation between the parties in accordance with normal commercial practice, and any deficiency in quality and/or quantity to be made good by additional supplies of yarns or, failing that, by reimbursement in United States dollars in favour of the importers in Burma;

(c) the yarns to be shipped by whatever final date is established by the Government of Burma, and in any case as early as is possible and mutually convenient.

5. When a contract has been made the Burmese importer will later open a kyat letter of credit through the State Commercial Bank, Rangoon, with the Chartered Bank, Manchester, in favour of the United Kingdom exporter.

6. When the exporter has shipped the yarns he will present the appropriate documents to the Chartered Bank, together with drafts drawn against the kyat letter of credit. In addition to the usual documents submitted to the Chartered Bank at the time of negotiation, he will present three drafts:

(a) for raw cotton based on 65 per cent. of f.o.b. value of the cotton yarns shipped;

(b) for processing cost based on 35 per cent. of f.o.b. value of the cotton yarns shipped; and

(c) for the actual cost of freight to be reimbursed to the exporter.

All drafts will show the kyat value as well as the United States dollar value calculated at the fixed rate set out in the relevant letter of credit. See paragraph 10 below.

7. The Chartered Bank will negotiate drafts from the exporters and forward the drafts and the relevant documents to the State Commercial Bank, which will collect kyats against the drafts from the Burmese importers and place them in an Escrow Account in the name of the Chartered Bank. The Chartered Bank will reimburse itself by drawing on New York for the amounts relating to paragraphs 6(b) and (c) above.

8. The exporter may, if he wishes, take an advance from the Chartered Bank when he presents his shipping documents. The Bank would charge interest on this until it was reimbursed.

9. A final settlement between the Chartered Bank and all the exporters participating in the scheme will be made when all transactions in yarns and raw cotton have been completed. The settlement would take account of interest charges incurred by individual exporters on advances, of differences in exchange arising on sale of United States dollar proceeds, and of any special expenses incurred by the Bank on behalf of the exporters.

### Rates of Exchange

10. The rates of exchange to be applied to transactions under the scheme have been fixed initially at United States dollars 100= K.480. If that rate should be altered during the term of the agreement any yarn transaction for which the kyat letter of credit had already been opened would be completed at the rate of exchange specified in the corresponding letter of credit.

### Covenant to be Entered into by Exporters

11. As the agreement has been made between Governments, although the business will be concluded through private trade channels, H.M. Government has had to give certain undertakings to the Government of Burma on behalf of the United Kingdom traders who participate in the business. For this reason every exporter wishing to do business under the agreement will be required to enter into a Deed of Covenant with the Board of Trade whereby he will undertake:

(a) to make his contracts for the sale of yarns in accordance with the conditions laid down for business under the agreement;

(b) to replace any goods deficient in quality and to make good any deficiencies in or failure to deliver the goods contracted for;

(c) to indemnify H.M. Government against any substantiated claims by the Government of Burma in respect of deficiencies in or failure to deliver the goods contracted for;

(d) to arrange for the import under the TPA in accordance with the applicable conditions, of the amount of raw cotton relevant to the yarns exported by him;

(e) to make no claims against H.M. Government in respect of any transactions under the agreement.

The deed, copies of which will be obtainable from the Chartered Bank, will have to be signed and deposited with the Bank by the exporter before he accepts any letters of credit from importers in Burma.

12. The amount of raw cotton to be imported in respect of each yarn shipment will be that represented by 65 per cent. of the f.o.b. value of cotton yarns shipped. The exporter may fulfil his undertaking to arrange for the import of raw cotton under the TPA either by importing it himself or by making an agreement with another person to import the cotton specifically in fulfilment of the exporter's obligation.

13. Civil Stores Committee No. 2 in Rangoon are authorized to represent foreign firms, and the British Embassy has suggested that exporters might consider appointing them as their agents.

### Imports of Raw Cotton

14. Contracts for cotton under the TPA may be made only when the exporter has received an authorization from The Chartered Bank. Thereafter the cotton may be purchased at any time up to the final contracting date of the TPA for shipment from the United States not later than the final delivery date of the TPA. At present these dates are August 31 and September 30, 1963, respectively. They may possibly be extended in due course.

**Burma** (*Continued*)

15. Importers buying cotton under the TPA will place contracts with United States exporters of their choice in the ordinary way, except that they will have to observe certain requirements of the United States authorities in regard to contract terms, settlement of claims, and will have to open letters of credit within the terms of the TPA. The requirements of the United States Authorities will be notified to interested importers.

16. Exporters of yarn contracting to import raw cotton will be required to notify at once, in writing, the Liverpool branch of the Chartered Bank (28 Derby House, Exchange Buildings, Liverpool, 2). The notice should state the value in dollars of the cotton to be purchased and the number of the authorization referred to in Paragraph 14 above, also the name of the importers.

17. When a contract has been made the Importer will open a dollar letter of credit through the Chartered Bank with a designated United States bank in favour of the United States exporter. When the cotton is imported he will make his payment to the Chartered Bank. The United States exporter will be paid at the time of shipment by the United States Commodity Credit Corporation through the designated United States bank on presentation of the appropriate documents, together with a draft against the dollar letter of credit.

18. The CCC will make reimbursement for 95 per cent. or less of the invoice value of each shipment financed by the bank in the United States, while the remaining 5 per cent. or more will be for the account of the United Kingdom importer. In the aggregate the CCC will finance up to the full dollar amount authorized under the TPA. Any claims resulting from the shipments of raw cotton will be settled directly between United Kingdom importers and United States exporters.

**Inquiries**

19. Inquiries about the detailed working of these arrangements should be made to:

The Chartered Bank in London, Liverpool or Manchester (for payment questions).

The Cotton Board or the Manchester Chamber of Commerce (for cotton yarn export questions).

The Liverpool or Manchester Cotton Associations (for raw cotton import questions).

## Republic of Cameroon and Switzerland

A COMMERCIAL agreement was signed in Yaounde on January 28, 1963, between Cameroon and Switzerland. The agreement provides that each country will extend most-favoured-nation treatment to the other, and contains clauses regarding the protection of investments by citizens, companies, etc. of each country in the other, with especial reference to compensation in the event of nationalization.

Switzerland agrees to the free importation of products of the Republic of Cameroon, including bananas, coffee, cocoa in pods, bauxite, cotton, groundnuts, etc.

The Republic of Cameroon has granted annual quotas for a number of Swiss goods,including various mechanical and electrical equipment (such as typewriters, calculating machines and cash registers), various textiles and milk products.

The agreement will remain in force until December 31, 1964, being renewable annually by mutual agreement. Pending formal acceptance of all its terms by both parties, it came into force provisionally from January 1, 1963. The agreement applies in its entirety to the Principality of Liechtenstein as well as to Switzerland.

## Czechoslovakia and Tunisian Republic

THE *Journal Official de la Republic Tunisienne* has reported that the trade agreement between Czechoslovakia and Tunisia for 1962 has been renewed for 1963.

Copies of the relevant quota lists may be seen at the Export Services Branch, Board of Trade, Hillgate House, Old Bailey, London, E.C.1. (Tel. City 5757, Ext. 449). All inquiries should quote reference CRE 5717G.

## Panama, Costa Rica and Nicaragua

A NOTICE published in the *Board of Trade Journal* of September 15, 1961 (page 580) reported the signature in Panama City on August 2, 1961, of a Preferential Trade Agreement between the Republics of Panama, Costa Rica and Nicaragua. Under the Agreement, natural products originating in the territories of the contracting parties and goods manufactured in them were to be included in Lists to be drawn up by a Permanent Commission (one List for each pair of countries), such goods to enjoy free trade or preferential treatment between the contracting parties and not to be subject to any measure of quantitative control, other than that agreed upon in accordance with the Lists referred to. In the case of free trade, the goods would be exempt from all import and export taxes, including consular fees, but not from such charges as lighterage, wharfage, storage, etc.

The three Lists have now been published in the Nicaraguan *La Gaceta* of March 25, 1963, and entered into force on April 1, 1963. A copy of the Lists (in Spanish) may be seen at Export Services Branch, Tariff Section, Board of Trade, Room E46, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 476).

## The Netherlands and East Germany

THE NETHERLANDS *Economische Voorlichting* No. 15 of April 10, 1963, reports that the trade quotas for 1963 established by an agreement between the Netherlands Chamber of Commerce for Germany and the East German Chamber of Foreign Trade have been ratified. The trade quota lists, which were published in an earlier issue of the *Economische Voorlichting*, provide for an increase in the volume of goods exchanged on both sides.

East German exports will include potash, machine tools and other machinery, chemical and pharmaceutical products, transport equipment, electrical engineering goods, textiles, glassware, paper, musical instruments, toys and sports goods. The Netherlands exports will include chemicals, fruit and vegetables, meat and other animal products, textiles, machinery, transport equipment, and metal goods.

The full text of the trade quotas may be seen at Export Services Branch (Tariff Section), Board of Trade, Room E.38, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 479).

## Czechoslovakia and Turkey

THE Trade Agreement dated July 9, 1949, between Czechoslovakia and Turkey has been extended to cover trade up to the end of March, 1964, by a protocol signed in Prague.

The newspaper reporting the signing did not give any indication of the values of the new quotas, but simply stated that Czechoslovakia would export engineering products, chemicals, papers and means of transport, and import cotton and other textile raw-materials, tobacco, ores, cow-cake and oil-seeds.

Inquiries about this notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, Horse Guards Avenue, London, S.W.1 (Tel. Trafalgar 8855, Ext. 2632), quoting reference CRE 7652G.

## Spain and Japan

AS A RESULT of the denunciation of the trade agreement between Spain and Japan, Japan has now been removed from the list of countries to which the Spanish system of liberalization applies (see *Board of Trade Journal* of March 15, 1963, page 564). All Japanese goods imported into Spain will henceforth be subject to import licensing.

## British Trade Correspondent in British Honduras

THE title of the British Trade Correspondent in British Honduras has been changed. Correspondence should now be addressed to:—

British Trade Correspondent in British Honduras,
The Principal Secretary of the Ministry of Natural Resources, Commerce and Industry,
Belize,
British Honduras.

# *Information for United Kingdom Exporters*

BRIEF DETAILS are given below of overseas inquiries for United Kingdom products, contracts open for tender, reports on commercial conditions abroad, export trade openings, etc., issued recently by the Export Services Branch, Board of Trade, to subscribers to the *Export Service Bulletin*.

The *Bulletin*, published three times a week, with a weekly Supplement, is available to United Kingdom manufacturers and exporters at a subscription of £10 10s. a year. A subscription form can be obtained from the Export Services Branch, Board of Trade, Room E.11, Hillgate House, 35 Old Bailey, London, E.C.4. (City 5757, Ext. 433), (Telex 25977). Copies of particular *Bulletins* containing further details of the items referred to below can be obtained from the same address on prepayment of the sum of 2s. per copy.

## Calls for Tender

*Inquiries connected with the calls for tender mentioned below should be addressed to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Inquiries by telephone: City 5757, Ext. 406 and 404). Reference numbers should always be quoted. The date given is the closing date for tendering. It refers to the current year unless otherwise indicated. Tender documents are available for loan in those cases marked with an asterisk *.*

### ARGENTINA

**Constructional Projects** for Public Works Secretariat. (Advance Information.) Closing date not known. E.S.B. 14859/63.

### AUSTRALIA

**Cable and Accessories** for Brisbane City Council. May 24. E.S.B. 14889/63.*
**Earth Moving Equipment** for Hydro-Electric Commission, Tasmania. May 27. E.S.B. 14591/63.*
**Pipes and Fittings** for the Metropolitan Water, Sewerage and Drainage Board. August 13. E.S.B. 14600/63.
**Power Operated Track Machinery** for Queensland Government Railways. May 31. E.S.B. 14880/63.*
**Protective Apparatus, Internal,** for Postmaster General's Department. (Further Information.) May 28. Tender documents are now available. E.S.B. 10944/63.

### BELGIUM

**N.A.T.O. Infrastructure Contract.**
**Construction of reinforced concrete buildings and heating and ventilation work** for the Belgian Authorities. Apply by June 1 for Contracts 1, 2 and 3 and by June 15 for contract 5. G.D. 1075/62(38).

### BURMA

**Welding Electrodes and Accessories** for Engineering Industry Project. May 24. E.S.B. 15328/63.*
**Textile Machinery** for Textile Mills Management Committee, Rangoon. July 31. E.S.B. 14860/63.*

**Civil Stores Committee:**
**Dating Machine.** May 22. E.S.B. 14823/63.*
**Wire Nails.** May 22. E.S.B. 14835/63.*
**Meter Seals.** May 23. E.S.B. 14885/63.*
**Mobile Cinema Van and Equipment.** May 23. E.S.B. 14887/63.*
**Newsprint; Paper.** May 20. E.S.B. 14894/63.*
**Sanitary Ware.** May 22. E.S.B. 14836/63.*

### CANADA

**Switchgear** for City of Winnipeg Hydro Electric System. May 23. E.S.B. 14882/63.*

### CEYLON

**Vehicles** for Ministry of Labour and Nationalised Services. June 19. E.S.B. 14592/63.*
**Ministry of Health:**
**Primidone B.P. Tablets.** (Further Information.) Tender documents now available. E.S.B. 13706/63.*
**X-Ray Film and Processing Chemicals.** (Further Information.) Closing date July 9. Tender documents are now available. E.S.B. 13705/63.*

**Ministry of Agriculture, Land, Irrigation and Power:**
**Feeder Pillars.** June 18. E.S.B. 14596/63.
**Lift; Paternoster.** June 11. E.S.B. 14597/63.
**Vehicles.** June 11. E.S.B. 14599/63.*

### COLOMBIA

**Agricultural Machinery, Implements and Vehicles** for Departmento of Boyaca. Closing date not known. E.S.B. 15069/63.

### EGYPT

**Brick Manufacturing Plants** for General Egyptian Organization for Building Materials and Ceramics. (Further Information.) Closing date postponed to July 1. E.S.B. 10614/63.
**Phosphate Ore Plant** for the General Organization for Executing the Five Year Plan. (Further Information.) July 1. Tender documents are now available. E.S.B. 12894/63.*

**Egyptian Railways:**
**Ball Bearings.** June 8. E.S.B. 15532/63.
**Electric Indicator Lamps.** June 3. E.S.B. 15331/63.
**Grinding Machine.** June 1. E.S.B. 15330/63.

### ETHIOPIA

**Blankets; Woollen Flags** for Ministry of Stores and Supplies. Closing date for Group 'A' June 3. Group B May 20. E.S.B. 14884/63.

### FORMOSA

**Central Trust of China:**
**Differential Pressure Indicators.** May 20. E.S.B. 14839/63.*
**Steel Bolt Studs.** May 22. E.S.B. 14856/63.*
**Valves and Hydrants.** June 4. E.S.B. 14837/63.*
**Plastic Insucrete; Panolog.** May 21. E.S.B. 14857/63.*

### FRANCE

**Vehicles** for Headquarters Allied Forces Central Europe. May 25. E.S.B. 15178/63.*

### GREECE

**Tyres and Inner Tubes** for Hellenic State Railways. May 24. E.S.B. 14513/63.*

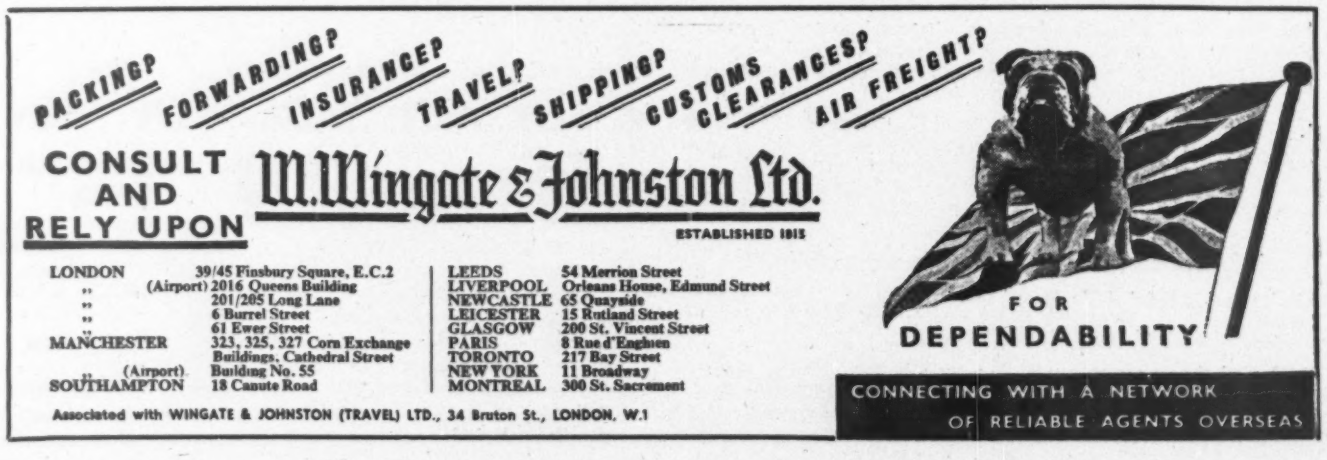
**Ministry of Trade:**
**Cables and Conductors.** June 17. E.S.B. 14514/63.*
**Postal Scales.** June 6. E.S.B. 14834/63.*

### ICELAND

**Generating Equipment** for the Laxa Power Works. June 30. E.S.B. 15325/63.*

### INDIA

**Electrical Equipment** for Uttah Pradesh State Electricity Board. June 17. Tender documents are now available. E.S.B. 12884/63.*
**Echo Depth Finder** for Irrigation Department. May 29. E.S.B. 15341/63.
**Foundry Equipment** for Hindustan Machine Tools Ltd. (Further Information.) Closing date postponed to May 25. E.S.B. 9145/63.*
**Foundry Plant** for Indian Railways. July 8. E.S.B. 15105/63.
**Coal Drill; Transformer Panels** for Singareni Collieries Co. Ltd. June 6. E.S.B. 15170/63.*
**Mobile Cranes** for Madras Port Trust. May 30. E.S.B. 15181/63.
**Packing (Steam)** for Bombay Port Trust, Stores Department. (Further Information.) Tender documents now available. E.S.B. 13973/63.*
**Saw Discs** for Hindustan Steel Ltd. (Further Information.) Closing date postponed to May 27. E.S.B. 10280/63.
**Seamless M.S. Oil Line Pipes** for Indian Oil Company Ltd. May 25. E.S.B. 14515/63.
**Ship's Propellers, Shafts etc.** for Hindustan Shipyard Ltd. May 30. E.S.B. 15179/63.*

## Information for U.K. Exporters (*Continued*)

**Fertilizer Corporation of India Ltd.:**
**Control Panels.** (Further Information.) Closing date postponed to May 20. E.S.B. 13054/63.*
**Lighting Control Panel Board.** June 7. Tender documents are now available. E.S.B. 13913/63/D.L.F.

**National Coal Development Corporation Ltd.:**
**Coal Handling Plant.** June 15. E.S.B. 15324/63.
**Water Treatment Plant.** May 31. E.S.B. 14809/63.*

**Punjab State Electricity Board:**
**Intercommunication System.** June 8. E.S.B. 15175/63.
**Switchgear.** July 31. E.S.B. 15176/63.

**Atomic Energy Establishment:**
**Recorders (Chart).** June 24. E.S.B. 15163/63.
**Flow Transmitter.** June 19. E.S.B. 15162/63.
**Flow Switches.** May 30. E.S.B. 15194/63.
**Temperature Recorder.** June 7. E.S.B. 15154/63.*
**Rectifier Unit.** May 24. E.S.B. 15182/63.
**Stainless Steel Pipes, Sheets and Angles.** May 30. E.S.B. 15185/63.
**Electrical Fittings.** May 30. E.S.B. 15171/63.*
**Electrical Equipment.** May 20. E.S.B. 15173/63.*
**Electrical Equipment.** May 31. E.S.B. 15174/63.*
**Rectifier Unit.** May 25. E.S.B. 15172/63.*
**Flow Transmitter Recorder.** May 22. E.S.B. 15186/63.
**Metals; Chemicals.** May 20. E.S.B. 15183/63.
**Potentiometric Recorder.** June 6. E.S.B. 15153/63.
**Temperature Controllers.** June 18. E.S.B. 15161/63.
**Pressure Transmitter; Pneumatic Recorder.** June 13. E.S.B. 15158/63.
**Triple Beam Balance.** June 14. E.S.B. 15159/63.
**De-Misting Equipment.** June 4. E.S.B. 15150/63.
**Millivolt Recorder.** June 10. E.S.B. 15155/63.
**Pre-Filter.** June 5. E.S.B. 15152/63.
**Ultrasonic Cleaning Unit.** June 12. E.S.B. 15157/63.*
**Frequency Meters.** July 4. E.S.B. 15169/63.
**Signal Generator.** July 2. E.S.B. 15167/63.
**Meter (pH).** July 3. E.S.B. 15168/63.
**Recorder (Strip Chart.)** June 11. E.S.B. 15156/63.
**Grinding System.** June 7. E.S.B. 15198/63.
**Groove Cutting Machine.** June 6. E.S.B. 15197/63.
**Temperature Indicator.** June 17. E.S.B. 15160/63.
**Vibratory Polisher.** June 4. E.S.B. 15196/63.
**Welding Generator.** May 31. E.S.B. 15195/63.
**Air Gauge Unit.** June 4. E.S.B. 15151/63.
**Pumping Sets.** May 28. E.S.B. 15189/63.
**Filter Testing Equipment.** June 28. E.S.B. 15149/63.
**Transformer.** May 21. E.S.B. 15187/63.
**Diesel Generator Sets.** May 29. E.S.B. 15188/63.
**Meters (Electric).** (Further Information.) May 21. Tender documents are now available. E.S.B. 14132/63.*

### IRAN
**Borers** for Imperial Iranian Army. July 2. E.S.B. 15371/63.*
**Zinc Plates** for Iranian Tobacco Monopoly. June 15. E.S.B. 15368/63.*

### KENYA
**Boots** for Ministry of Works and Communications. May 21. E.S.B. 14883/63.*

### KUWAIT
**Steel Helmets; Berets; Blanco** for Ministry of Defence. May 20. E.S.B. 14831/63.
**Ministry of Electricity and Water:**
**Electrical Equipment.** May 22. E.S.B. 15351/63.*
**Insulating Materials.** May 22. E.S.B. 15350/63.*

### MALAYA
**Pipes and Specials** for State Engineer's Department, Johore. June 3. E.S.B. 15303/63.
**Steam Cleaner** for Commissioner of the Federal Capital. May 30. E.S.B. 15363/63.

**Public Works Department:**
**Fire Hydrants.** May 27. E.S.B. 15191/63.
**Water Treatment Plant.** June 4. E.S.B. 15200/63.
**Sluice Valves; Air Valves; Reflux Valves.** May 20. E.S.B. 15301/63.
**Water Tanks and Towers.** May 23. E.S.B. 15302/63.

### MOROCCO
**Engineering Works** for Ammonium Phosphate Factory for Office Cherifien Des Phosphates. Closing date not known. E.S.B. 14873/63.

### NEW ZEALAND
**Cable** for Municipal Electricity Dept. Christchurch. May 30. E.S.B. 15315/63.*

**New Zealand Electricity Department:**
**Transformers.** July 2. E.S.B. 15106/63.*
**Transformers.** July 16. E.S.B. 15107/63.*

### PAKISTAN
**Department of Supply and Development:**
**Cable.** June 3. E.S.B. 15190/63.*
**Dumping Tractor Shovels; Dumping Trucks.** May 20. E.S.B. 14866/63/D.L.F.*

**Water and Power Development Authority:**
**Cable and Conductors.** May 20. E.S.B. 15317/63.*
**Junction Boxes.** May 21. E.S.B. 15318/63.*

**Pakistan Western Railway:**
**Chrome and Magnesite Bricks.** May 22. E.S.B. 15312/63.*
**Electric Cells; Carbon Electrodes.** May 22. E.S.B. 15313/63.*
**Imitation Leather Cloth.** May 23. E.S.B. 15314/63.*

### PANAMA
**El Instituto De Recursos Hidraulicos Y Electrificacion:**
**Equipment** for Electrical Construction Work. May 27. E.S.B. 15706/63.*
**Public Lighting Equipment.** May 28. E.S.B. 15707/63.*

### PORTUGUESE WEST AFRICA
**Camara Municipal De Nova Lisboa:**
**Jaw Crusher and Mechanical Feeder.** May 25. E.S.B. 14843/63.
**Trench Digger and Road-Roller.** May 24. E.S.B. 14841/63.
**Dumpers and Vibrating Compactors.** May 24. E.S.B. 14842/63.
**Motor Scraper.** May 20. E.S.B. 14840/63.
**Mechanical Horses and Trailers.** May 27. E.S.B. 14845/63.
**Tipper and Trailers.** May 27. E.S.B. 14844/63.

### RHODESIA AND NYASALAND
**Battery Charging Installations** for Federal Tender Board, Salisbury. May 23. E.S.B. 15319/63.*
**Fire Fighting Equipment** for the City of Salisbury. May 28. E.S.B. 14874/63.*
**Railway Wagons (Refrigerator)** for Rhodesia Railways. July 16. E.S.B. 11866/63.*

### SINGAPORE
**City Council of Singapore**
**Electrical Equipment.** May 21. E.S.B. 15359/63.
**Cable Joint Boxes.** May 21. E.S.B. 15360/63.

### SOUTH AFRICA
**Automatic Voltage Regulator** for Boksburg Town Council. May 27. E.S.B. 15142/63.*
**Orthopaedic Requirements** for Cape Provincial Administration. May 28. E.S.B. 15180/63.*
**Telemetering Equipment** for Johannesburg City Council. May 21. E.S.B. 15141/63.*

**Transvaal Provincial Tender Board:**
**Brushes.** May 24. E.S.B. 15135/63.*
**Needles; Crochet Hooks; Slide Fasteners.** May 24. E.S.B. 15309/63.*
**Wool.** May 24. E.S.B. 15310/63.*
**Lace; Tape; Cotton Binding.** May 24. E.S.B. 15307/63.*
**Haberdashery; Scissors.** May 24. E.S.B. 15308/63.*
**Rulers.** May 24. E.S.B. 15311/63.*

**State Tender Board:**
**Gloves.** May 22. E.S.B. 14321/63.*
**Planing Knives.** June 3. E.S.B. 15137/63.*
**Tractors; Scrapers.** May 22. E.S.B. 15143/63.*
**Relays.** May 22. E.S.B. 15144/63.*
**Construction Equipment.** May 22. E.S.B. 15145/63.*
**Ferro-Silicon.** May 20. E.S.B. 15146/63.*
**Generating Plant; Battery Lighting Supply.** June 27. E.S.B. 15147/63.*
**Drilling Equipment.** May 22. E.S.B. 15148/63.*
**Jack Hammers; Spades.** May 22. E.S.B. 15134/63.*
**Steel Reinforcing Fabric.** May 22. E.S.B. 15138/63.*

### SOUTH VIETNAM
**Central Purchasing Authority:**
**Meter Repair Laboratory Equipment.** June 21. E.S.B. 15337/63.
**Tyres and Tubes.** May 29. E.S.B. 15305/63.*

### SPAIN
**Tractors and Motor Graders** for Instituto Nacional de Colonizacion. (1) May 30. (2) May 29. E.S.B. 15322/63.
**Telegraphic Appliances** for Direccion General De Correos Y Telecommunicacion. Closing date not known. E.S.B. 14516/63.

### SUDAN
**Lathe** for Department of Land, Use and Rural Water Development. May 31. E.S.B. 15342/63.*
**Tarpaulins** for the Sudan Gezira Board. May 30. E.S.B. 15349/63.*

**Sudan Railways:**
**Crane.** May 30. E.S.B. 15352/63.*
**Oil.** June 3. E.S.B. 15353/63.*

**Department of Posts and Telegraphs:**
**Insulators.** June 6. E.S.B. 15343/63.*
**Telephones.** June 15. E.S.B. 15346/63.*
**Inert Cells.** June 10. E.S.B. 15344/63.*
**Pipes.** June 22. E.S.B. 15347/63.*
**Telephones.** June 12. E.S.B. 15345/63.*

### THAILAND
**Insulators** for the Provincial Electricity Authority, Sam Sen. May 28. E.S.B. 15166/63.

### TURKEY
**Turkish Maritime Bank:**
**Carbons (Searchlights).** May 20. E.S.B. 15102/63.*
**Fork Lift Trucks.** May 22. E.S.B. 15104/63.*
**Steel Boiler Plates.** May 20. E.S.B. 15103/63.*

### UNITED STATES OF AMERICA
**Main Governors for Hydraulic Turbines** for U.S. Corps of Engineers. June 4. E.S.B. 14865/63.

**Bureau of Reclamation:**
**Mobile Autotransformer.** Closing date postponed to May 21. E.S.B. 11386/63.*
**Radial Gates.** May 21. E.S.B. 14818/63.*
**Transformers.** May 22. E.S.B. 15362/63.*

### URUGUAY
**Precision Tools** for La Administracion Municipal De Transportes Colectivos De Montevideo. May 28. E.S.B. 15364/63.

(*Continued on next page*)

**Information for U.K. Exports** (*Continued*)

# Agency and Export Opportunities, Market Surveys, Etc.

*Further details of the items referred to below are contained in recent issues of the Export Service Bulletin, or Supplement, copies of which can be obtained from the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (inquiries by telephone: City 5757, Ext. 427), on prepayment of the sum of 2s. per copy. The reference number should be quoted in all inquiries.*

**Abu Dhabi**
Agency inquiry for foodstuffs; toilet preparations; cigarettes; printing machinery; commercial vehicles; office equipment; furniture. (E.S.B. 14462/63.)
Inquiry for stationery; electrical goods. (E.S.B. 12224/63.)

**Argentina**
Agency inquiry for construction equipment; cranes; petroleum equipment. (Further Information.) (E.S.B. 7167/63.)
Economic report, January-March, 1963. (C.R.E. 4850/61.)

**Australia**
Agency inquiry for biscuits. (E.S.B. 13806/63.)
Inquiry for electrical plugs and sockets. (E.S.B. 14659/63.)
Inquiry for hospital and surgical equipment; pharmaceuticals. (E.S.B. 9615/63.)
Inquiry for stainless steel rivets. (E.S.B. 14026/63.)
Inquiry for wood waste hogging machines. (E.S.B. 15018/63.)
Manufacture under licence – engineering products. (E.S.B. 14414/63.)
Manufacture under licence – industrial chemicals. (E.S.B. 14292/63.)

**Austria**
Market report on reproduction furniture. (E.S.B. 4320/63.)

**Brazil**
Inquiry for laboratory equipment for schools. (E.S.B. 14676/63.)

**Bulgaria**
Inquiry for sports equipment. (E.S.B. 14096/63. )

**Cambodia**
Economic report, January-March 1963. (C.R.E. 221/59.)

**Canada**
Agency inquiry for children's wheeled toys; golf equipment; tennis balls; radios. (E.S.B. 15066/63.)
Agency inquiry for jewel cases. (E.S.B. 14455/63.)
Pulp Industry. (E.S.B. 14330/63.)

**Ceylon**
Inquiry for knitting machinery. (E.S.B. 13864/63.)
Economic report for 1962. (C.R.E. 6190/59.)

**Colombia**
Agency inquiry for cinematographic equipment. (E.S.B. 14293/63.)

**Congo (Republic of the) (Leopoldville)**
Economic report, March 1963. (C.R.E. 7606/G.)

**Costa Rica**
Agency inquiry for steel warehouses; electrical equipment. (E.S.B. 14399/63.)
Agency inquiry for bolts and nuts; rivets and screws. (E.S.B. 14461/63.)

**Czechoslovakia/Finland**
Trade Agreement. (C.R.E. 2705/G.)

**Czechoslovakia/Tunisian Republic**
Trade Agreement. (C.R.E. 5717/G.)

**Egypt (United Arab Republic)**
Inquiry for motor vehicles; air conditioning equipment; television and recorders; domestic equipment; paper and plastics; yarns; textiles; calculating machines. (E.S.B. 14666/63.)
Economic report, March, 1963. (C.R.E. 1896/63.)

**Finland**
Agency inquiry for lactic acid. (E.S.B. 14315/63. )
Agency inquiry for rubber dinghies. (E.S.B 14338/63.)

**France**
Agency inquiry for water treatment equipment. (E.S.B. 14652/63. )
Agency inquiry for foodstuffs; confectionery; leather; textiles. (E.S.B. 37366/62.)
Agency inquiry for chemicals; dry salters' supplies; dyestuffs. (E.S.B. 14627/63. )
Agency inquiry for building board. (E.S.B. 14370/63.)
Inquiry for horological equipment. (E.S.B. 14489/63.)

**Germany (Federal Republic of)**
Agency inquiry for leaf gathering machines. (E.S.B. 14402/63.)
Agency inquiry for textiles. (E.S.B. 14917/63.)
Agency inquiry for textile linings. (E.S.B. 14469/63.)
Inquiry for grain drying machines. (E.S.B. 14266/63.)
Inquiry for beer cans. (E.S.B. 14959/63.)
Inquiry for womens' clothing. (E.S.B. 14955/63.)
Inquiry for knitwear. (E.S.B. 14603/63.)
Economic report April 22-28, 1963. (C.R.E. 1479/G.)

**Ghana**
Inquiry for water analysis kits. (E.S.B. 15269/63.)

**Greece**
Market report on office machinery. (E.S.B. 6490/63.)

**Greece/Czechoslovakia**
Trade Agreement. (C.R.E. 5475/G.)

**Hong Kong**
Agency inquiry for electric motor starters. (E.S.B. 14776/63.)
Inquiry for machinery and equipment. (E.S.B. 14779/63.)
Inquiry for packaged foodstuffs. (E.S.B. 14979/63.)

**Iran**
Economic report, March 1963. (C.R.E. 3562/3/G.)

**Iraq**
Inquiry for packaging machinery. (E.S.B. 14087/63.)

**Israel**
Agency inquiry for optical instruments and equipment; measuring instruments. (E.S.B. 14601/63.)
Economic report, March, 1963. (C.R.E. 3000/4/G.)

**Italy**
Agency inquiry for transmission belts and sheaves. (E.S.B. 14742/63.)
Agency inquiry for clothing; knitwear; woollen fabrics; hosiery. (E.S.B. 14369/63.)
Manufacture under licence – pharmaceutical specialities. (E.S.B. 5067/63.)
Economic report, January-March 1963. (C.R.E. 4993/63.)

**Jamaica**
Government purchasing policy. (Further Information.) (E.S.B. 4639/63.)

**Kenya**
Agency inquiry for steam and water valves. (E.S.B. 14430/63.)

**Netherlands**
Agency inquiry for steel; tinplate; stainless steel; wire. (E.S.B. 14209/63.)

**New Zealand**
Agency inquiry for camping equipment; piece-goods. (E.S.B. 14404/63.)
Inquiry for agricultural machinery. (E.S.B. 14359/63.)

**Norway**
Manufacture under licence – chemicals. (E.S.B. 10191/63. )

**Pakistan**
Inquiry for diesel equipment repair machinery. (E.S.B. 14269/63.)

**Panama, Costa Rica and Nicaragua**
Trade Agreement. (C.R.E. 4481/G.)

**Paraguay**
Inquiry for agricultural machinery; hand tools; cotton fibre; essence of 'Palo Santo'. (E.S.B. 14780/63.)

**Poland**
Economic report, February 1963. (C.R.E. 6642/62.)

**Poland/France**
Trade Agreement. (C.R.E. 5764/G.)

**Portuguese West Africa**
Agency inquiry for tape recorders and record players. (E.S.B. 14486/63.)

**Roumania**
Economic report, January-March, 1963. (C.R.E. 4657/63.)

**South Africa**
Agency inquiry for toys; men's gift wear; fancy goods; crockery; cutlery. (E.S.B. 14250/63.)
Economic report, January-March 1963. (C.R.E. 5969/G.)

**Spain**
Inquiry for collaboration for paper manufacturing plant. (E.S.B. 14376/63.)
Inquiry for cotton ginning machinery. (E.S.B. 14439/63.)

**Sweden**
Inquiry for rubber soles; cellular rubber. (E.S.B. 14343/63.)
Market report on toys and indoor games. (E.S.B. 8221/63.)

**Switzerland**
Agency inquiry for prefabricated houses. (E.S.B. 13896/63.)
Agency inquiry for tractor and crawler components. (E.S.B. 14165/63.)
Inquiry for wood for building board. (E.S.B. 14065/63.)
Inquiry for electric lamps. (E.S.B. 15031/63.)
Economic report, March 1963. (C.R.E. 2838/60.)

**Syrian Arab Republic**
Economic report, January-March 1963. (C.R.E. 4116/63.)

**Trinidad**
Agency inquiry for stationery and greetings cards; haberdashery; luggage; cosmetics; textiles; floor coverings; china and glassware. (E.S.B. 12226/63.)
Agency inquiry for foodstuffs. (E.S.B. 14396/63.)

**Trucial States**
Agency inquiry for consumer goods; pumps; vehicles; builders supplies; machinery and plant – Further Information. (E.S.B. 6640/63.)

**Uganda**
Inquiry for foodstuffs; household goods. (E.S.B. 14643/63.)

**United States of America**
Agency inquiry for chemicals. (E.S.B. 14717/63.)
Inquiry for cutlery. (E.S.B. 14217/63.)
Inquiry for water purifying equipment. (E.S.B. 14295/63.)
Inquiry for footwear. (E.S.B. 14286/63.)
Inquiry for steel strapping. (E.S.B. 14613/63.)
Inquiry for casters. (E.S.B. 14797/63.)
Inquiry for medical equipment. (E.S.B. 14410/63.)
Inquiry for machinery. (E.S.B. 13618/63.)
Economic report, March 1963. (C.R.E. 6967/R.)

## *Tariff, Customs, Import and Other Regulations in Overseas Countries*

### Registered Trade Mark (rtm) Goods in Overseas Tariff Lists

THE LISTS OF TARIFF, Customs and Import regulation changes in overseas countries published in this section of the Journal sometimes contain words which are registered trade marks in the United Kingdom. So far as is practicable, all lists of goods are checked before publication from this point of view.

Items which fall into this category will now be prefixed by the letters 'r t m'. Readers of the Journal should note that this prefix signifies that the words are registered as trade marks in the United Kingdom, but that in the present context they are assumed to refer generally to products of the description stated in brackets.

While every attempt will be made to ensure that the scrutiny is complete, the lists may contain other words which are registered as trade marks in the United Kingdom or in other countries but which it has not been possible to identify.

# AUSTRALIA

## Details of Tariff Changes

DETAILS are given below of the changes made in the Australian Tariff by Customs Proposals which came into effect on April 19, 1963. Deletions from and additions to the Customs Tariff are shown by square brackets and italics respectively.

| Tariff Item | Goods | Former Duties | | | New Duties | | |
|---|---|---|---|---|---|---|---|
| | | British Preferential | Most-Favoured-Nation | General | British Preferential | Most-Favoured-Nation | General |
| 178 | Motive power machinery and appliances (except electric), viz.: | | | | | | |
| | (B) Internal combustion piston engines: | | | | | | |
| | (2) Air-cooled, not exceeding 10 brake horsepower, but not including: compression ignition engines; motor cycle engines; fractional horsepower engines of the types used in models and toys: | | | | | | |
| | (a) Four-cycle engines with horizontal driving shafts: | | | | | | |
| | [(1) Having a value for duty not exceeding £40 each *ad val.* | 25% | 42½% | 52½% | | | |
| | or each | £6 10s. 0d. | £6 10s. 0d. | £6 10s. 0d. | | | |
| | less *ad val.* | 17½% | — | — | | | |
| | whichever rate returns the higher duty | | | | | | |
| | and, in addition, a temporary duty of *ad val.* | 22½% | 22½% | 22½% | 25% | 42½% | 52½% |
| | provided that, in respect of goods which were in direct transit to Australia on or before May 17, 1962, and had not been entered for warehousing before May 17, 1962, the additional temporary duty shall not exceed 10% ad val. | | | | *or* each: £6 10s. 0d. less 17½% *ad val.* | £6 10s. 0d. — | £6 10s. 0d. — |
| | (2) Other *ad val.* | 25% | 42½% | 52½% | whichever rate returns the higher duty (Under Item 178 (B) (2) (a)) | | |
| | or each | £6 10s. 0d. | £6 10s. 0d. | £6 10s. 0d. | | | |
| | less *ad val.* | 17½% | — | — | | | |
| | whichever rate returns the higher duty | | | | | | |
| | and, in addition, a temporary duty of] *ad val.* | 10% | 10% | 10% | | | |
| | (b) Four-cycle engines not covered by sub-paragraph (a): | | | | | | |
| | [(1) Exceeding 1½ brake horsepower and not exceeding 3½ brake horsepower *ad val.* | 25% | 42½% | 52½% | 25% | 42½% | 52½% |
| | or each | £6 10s. 0d. | £6 10s. 0d. | £6 10s. 0d. | *or* each: £6 10s. 0d. less 17½% *ad val.* | £6 10s. 0d. — | £6 10s. 0d. — |
| | less *ad val.* | 17½% | — | — | | | |
| | whichever rate returns the higher duty and, in addition, except in respect of goods which were in direct transit to Australia on or before May 17, 1962, and had not been entered for warehousing before May 17, 1962, a temporary duty of each | £1 10s. 0d. | £1 10s. 0d. | £1 10s. 0d. | whichever rate returns the higher duty (Under Item 178 (B) (2) (b)) | | |
| | (2) Other] *ad val.* | 25% | 42½% | 52½% | | | |
| | or each | £6 10s. 0d. | £6 10s. 0d. | £6 10s. 0d. | | | |
| | less *ad val.* | 17½% | — | — | | | |
| | whichever rate returns the higher duty | | | | | | |
| 310 | (*A*) (4) (*a*) (*New paragraph*) *Playing cards, in packs* . . . . . *per dozen packs* | | | | 15s. 0d. | 18s. 0d. Primage duty | 18s. 0d. |
| | *ad val.* | | No change | | 10% | 10% | 10% |
| | (*b*) *Playing cards, not covered by sub-paragraph* (*a*) . . . . *per gross cards* | | (Under former Item 334 (V)) | | 3s. 4d. | 4s. 0d. Primage duty | 4s. 0d. |
| | *ad val.* | | | | 10% | 10% | 10% |
| 324 | Leather, viz.: | | | | | | |
| | (*D*) (*New sub-item*) *Parchment:* | | | | | | |
| | (1) *Cut or uncut* *ad val.* | | No change | | Free | 7½% | 7½% |
| | (2) *Printed* *ad val.* | | (Under former Item 336 (A)) No change | | 20% | 45% Primage duty | 45% |
| | *ad val.* | | (Under former Item 336 (B)) | | 5% | 10% | 10% |
| 334 | [Paper and paperboard, viz.: | | | | | | |
| | (A) Pulp, for manufacturing paper | Free | Free | Free | No change (Under new Item 334 (A)) | | |
| | (B) Paper shavings and waste paper for manufacturing paper | Free | Free | Free | No change (Under new Item 334 (B)) | | |
| | (C) Newsprinting, not glazed, mill-glazed or coated, in sheets not less than 20 inches by 25 inches (or its equivalent) or in rolls not less than 10 inches in width per ton | Free | £4 | £4 | No change (Under new Item 335 (A) (2) (c)) | | |
| | (D) (1) Copying and manifold copying, in sheets or rolls, weight not to exceed 9 lb. for 480 sheets 20 inches by 30 inches *ad val.* | Free | 7½% | 7½% | £26 per ton | £28 per ton | £30 per ton |
| | | | | | (Under new Item 335 (A) (3)) | | |
| | (2) Tissue paper, toilet tissue, paper tissue, cap paper, toilet tissue cap paper, creped or uncreped, and paper for paper patterns, in sheets or rolls, weight not to exceed 9 lb. for 480 sheets 20 inches by 30 inches: | | | | | | |
| | (a) As prescribed by Departmental By-laws per ton | £5 | £7 | £7 | Free | £2 | £2 |
| | | | | | (Under new Items 335 (A) (1) (d), (E) (1) (b) and (G) (1) (b)) | | |
| | (b) Other per ton | £19 | £21 | £21 | £26 | £28 | £30 |
| | | | | | (Under new Items 335 (A) (3), (E) (4) and (G) (5) (a)) | | |
| | (E) Monotype paper of the type used in the monotype machine, irrespective of size or shape *ad val.* | Free | 7½% | 7½% | No change (Under new Item 336 (E) (2) (a)) | | |

*(Continued on next page)*

## Australia (*Continued*)

| Tariff Item | Goods | Former Duties | | | New Duties | | |
|---|---|---|---|---|---|---|---|
| | | British Preferential | Most-Favoured-Nation | General | British Preferential | Most-Favoured-Nation | General |
| | (F) Irrespective of size or shape but not ruled or printed in any way, viz.: | | | | | | |
| | (1) Printing paper, n.e.i., writing and typewriting paper not including duplicating paper, in sheets less than 21 inches by 16½ inches (or its equivalent) or in rolls less than 13 inches in width . . . . . *ad val.* | 27½% | 47½% | 47½% | £28 3s. 4d. per ton | £32 13s. 4d. per ton | £35 per ton |
| | | | | | (Under new Items 335 (A) (4) (b), (D) (3) (b) and (E) (5) (b)) | | |
| | per ton | | | | Free | £4 10s. 0d. | £6 |
| | | | | | (Under new Item 335 (B)) | | |
| | (2) Printing paper, n.e.i., writing and typewriting paper not including duplicating paper, in sheets not less than 21 inches by 16½ inches (or its equivalent) or in rolls not less than 13 inches in width: | | | | | | |
| | (a) As prescribed by Departmental By-laws . . . . . per ton | Free | £4 | £4 | No change | | |
| | | | | | (Under new Items 335 (A) (1) (e) (D) (1) (b), (E) (1) (c) and (G) (1) (c)) | | |
| | (b) The free on board price per ton of which is not less than the price per ton as defined by Departmental By-laws . . . . . per ton | Free | £4 | £4 | No change | | |
| | | | | | (Under new Items 335 (A) (2) (a), (D) (2), (E) (2) (a) and (G) (2) (a)) | | |
| | (c) Other than as prescribed by Departmental By-laws under sub-paragraph (a), as prescribed by Departmental By-laws . . . . . per ton | £11 16s. 8d. | £16 6s. 8d. | £16 6s. 8d. | £28 3s. 4d. per ton | £32 13s. 4d. per ton | £35 per ton |
| | (d) Other . . . . . per ton | £11 16s. 8d. | £16 6s. 8d. | £16 6s. 8d. | (Under new Items 335 (A) (4) (b), (D) (3) (b) and (E) (5) (b)) | | |
| | and, in addition, except in respect of goods in direct transit to Australia on or before August 11, 1961, a temporary duty of . . . . . per ton | £10 | £10 | £10 | Free | £4 10s. 0d. | £6 |
| | | | | | (Under new Item 335 (B)) | | |
| | (3) Coated printing paper: | | | | | | |
| | (a) As prescribed by Departmental By-laws . . . . . per ton | Free | £4 | £4 | No change | | |
| | | | | | (Under new Item 335 (G) (1) (c)) | | |
| | (b) Other than as prescribed by Departmental By-laws under sub-paragraph (a), as prescribed by Departmental By-laws . . . . . per ton | £14 | £18 10s. 0d. | £18 10s. 0d. | 30% *ad val.* | 30% *ad val.* | 40% *ad val.* |
| | (c) Other . . . . . per ton | £14 | £18 10s. 0d. | £18 10s. 0d. | less | — | — |
| | and, in addition, except in respect of goods in direct transit to Australia on or before April 21, 1961, a temporary duty of . . . . . per ton | £20 | £20 | £20 | £4 10s. 0d. per ton | | |
| | | | | | (Under new Item 335 (G) (4) (d)) | | |
| | (G) (1) (a) Wrapping, other than wrapping paper covered by sub-item (G) (1) (b) or (G) (1) (c), of all colours (creped or uncreped), viz., tissue paper, n.e.i., tissue cap paper, n.e.i., toilet tissue paper, creped or uncreped, n.e.i., toilet tissue cap paper, creped or uncreped, n.e.i. . . . . per ton | £19 | £21 | £21 | 40% *ad val.* less £2 per ton | 40% *ad val.* — | 45% *ad val.* — |
| | | | | | (Under new Items 335 (A) (4) (a), (D) (3) (a) and (E) (5) (a)) | | |
| | | | | | per ton £30 13s. 4d. or *ad val.* 40% less £2 per ton | £32 13s. 4d. 40% — | £35 45% — |
| | | | | | whichever returns the lower duty (Under new Item 335 (G) (4) (c)) | | |
| | (b) Greaseproof wrapping and imitation greaseproof wrapping; glazed imitation parchment . . . . . per ton | £12 | £14 | £14 | 15% *ad val.* less £2 per ton | 15% *ad val.* — | 20% *ad val.* — |
| | | | | | (Under new Items 335 (C) (3) (a) and (E) (3) (b) (1)) | | |
| | (c) Cellulose transparent paper, viz. | | | | | | |
| | (1) Having printed or embossed designs thereon . . . . per lb. | 3d. | 6d. | 6d. | 20% | 30% | 35% |
| | and *ad val.* | — | 12½% Primage duty | 12½% | (Under new Item 365 (A) (2) (c)) | | |
| | *ad val.* | 5% | 10% | 10% | £28 per ton — | £56 per ton and 12½% | £60 per ton 12½% |
| | | | | | (Under new Item 365 (A) (2) (d)) | | |
| | (2) Other . . . . . *ad val.* | Free | 7½% | 7½% | 20% | 30% | 35% |
| | | | | | (Under new Item 365 (A) (2) (c)) | | |
| | | | | | Free | 7½% | 7½% |
| | | | | | (Under new Item 365 (A) (4)) | | |
| | (2) Fruit wrapping, as prescribed by Departmental By-laws . . . . . | Free | Free | Free | No change | | |
| | | | | | (Under new Items 335 (A) (1) (a), (C) (1), (D) (1) (a), (E) (1) (a), (G) (1) (a), 336 (E) (1) and 365 (A) (1)) | | |
| | (3) Bags, n.e.i. . . . . per ton | £22 | £25 | £26 | £22 | £25 | £28 |
| | or *ad val.* | 20% | 32½% | 35% | 20% | 32½% | 35% |
| | whichever rate returns the higher duty | | | | (Under new Items 337 (A) (2) and 365 (B) (2)) | | |
| | (4) M.G. litho, M.G. poster and all other M.G. printing papers: | | | | | | |
| | (a) As prescribed by Departmental By-laws . . . . . per ton | Free | £4 | £4 | No change | | |
| | | | | | (Under new Items 335 (A) (1) (e), (D) (1) (b) and (G) (1) (c)) | | |
| | (b) Other . . . . . per ton | £19 | £21 | £21 | 40% *ad val.* less | 40% *ad val.* — | 45% *ad val.* — |
| | and, in addition, a temporary duty of . . . . . per ton | £19 | £19 | £19 | £2 per ton | | |
| | provided that, in respect of goods which were in direct transit to Australia on or before April 24, 1962, and which have not been entered for warehousing before April 24, 1962, the additional temporary duty shall not exceed £9 per ton | | | | (Under new Items 335 (A) (4) (a) and (D) (3) (a)) | | |
| | | | | | £28 3s. 4d. | £32 13s. 4d. | £35 per ton |
| | | | | | (Under new Items 335 (A) (4) (b) and (D) (3) (b)) | | |
| | (5) Glassine . . . . . per ton | £19 | £21 | £21 | 15% *ad val.* less per ton | 15% *ad val.* — | 15% *ad val.* — |
| | | | | | £2 | | |
| | | | | | (Under new Items 335 (C) (3) (a) and (E) (3) (b) (1)) | | |
| | (6) Wrapping, other than wrapping paper covered by paragraph (1), of all colours (creped or uncreped), including the following whether creped or uncreped, when not covered by paragraph (1), viz., browns, caps not elsewhere specified, casings, sealings, nature or ochre browns, sulphites, krafts (sulphates), sugars, and all other bag papers, candle carton paper; cartridge paper (other than offset and drawing): | | | | | | |
| | (a) As prescribed by Departmental By-laws . . . . . per ton | £19 | £21 | £21 | £30 13s. 4d. or *ad val.* 40% less £2 | £32 13s. 4d. 40% — | £35 per ton 45% — |
| | | | | | (Under new Item 335 (G) (4) (c)) | | |

## Australia (*Continued*)

| Tariff Item | Goods | Former Duties | | | New Duties | | |
|---|---|---|---|---|---|---|---|
| | | British Preferential | Most-Favoured-Nation | General | British Preferential | Most-Favoured-Nation | General |
| | (b) Other . . . . . per ton | £19 | £21 | £21 | 40% *ad val.* less £2 per ton | 40% *ad val.* | 45% *ad val.* |
| | and, in addition, a temporary duty of . . . . . per ton | £20 | £20 | £20 | — | — | — |
| | provided that, in respect of goods which were in direct transit to Australia on or before April 24, 1962, and which have not been entered for warehousing before April 24, 1962, the additional temporary duty shall not exceed £9 per ton. | | | | (Under new Items 335 (A) (4) (a), (D) (3) (a) and (E) (5) (a)) | | |
| | | | | | £30 13s. 4d. or *ad val.* | £32 13s. 4d. | £35 per ton |
| | | | | | 40% less £2 | 40% — | 45% — |
| | | | | | (Under new Item 335 (G) (4) (c)) | | |
| (H) | True vegetable parchment, in sizes not less than 8 inches by 38 inches (or its equivalent) per ton | £14 | £14 | £14 | £14 | £14 | £16 |
| | | | | | (Under new Item 335 (C) (2) and (E) (3) (a)) | | |
| (I) | Roofing and sheathing paper; electric insulating paper and boards . . . *ad val.* | 20% | 35% Primage duty | 35% | Free | £4 | £4 |
| | | | | | (Under new Item 335 (A) (1) (e)) | | |
| | *ad val.* | Exempt | 5% | 10% | and other items of the Tariff according to type | | |
| (J) | Cartridge paper, drawing; duplicating paper; absorbent paper for copying machines; blotting paper, irrespective of weight: | | | | | | |
| | (1) As prescribed by Departmental By-laws . . . . . per ton | Free | £4 | £4 | No change | | |
| | | | | | (Under new Items 335 (A) (1) (e), (D) (1) (b), (E) (1) (c) and (G) (1) (c)) | | |
| | (2) The free on board price per ton of which is not less than the price per ton as defined by Departmental By-laws . . . . . per ton | Free | £4 | £4 | No change | | |
| | | | | | (Under new Items 335 (A) (2) (a), (D) (2), (E) (2) (a) and (G) (2) (a)) | | |
| | (3) Other than as prescribed by Departmental By-laws under paragraph (1), as prescribed by Departmental By-laws . . . . . per ton | £7 | £16 6s. 8d. | £16 6s. 8d. | £28 3s. 4d. | £32 13s. 4d. | £35 |
| | (4) Other . . . . . per ton | £7 | £16 6s. 8d. | £16 6s. 8d. | (Under new Items 335 (A) (4) (b), (D) (3) (b) and (E) (5) (b)) | | |
| | and, in addition, except in respect of goods in direct transit to Australia on or before August 11, 1961, a temporary duty of . . . . . per ton | £10 | £10 | £10 | £29 13s. 4d. | £32 13s. 4d. | £35 |
| | | | | | (Under new Item 335 (G) (2) (e)) | | |
| (K) | Surface coated paper, n.e.i.: | | | | | | |
| | (1) Having printed or embossed designs thereon . . . . . *ad val.* | Free | 7½% | 7½% | 20% | 30% | 40% |
| | | | | | (Under new Item 335 (G) (4) (e)) | | |
| | (2) Other: | | | | | | |
| | (a) As prescribed by Departmental By-laws . . . . . *ad val.* | Free | 7½% | 7½% | Free | £4 | £4 |
| | | | | | (Under new Item 335 (G) (1) (c)) | | |
| | (b) Other . . . . . per ton | £14 | — | — | | | |
| | *ad val.* | — | 10% | 10% | 20% | 30% | 40% |
| | | | | | (Under new Items 335 (G) (4) (b) and (G) (4) (e)) | | |
| (L) | (1) Gummed paper in sheets exceeding 144 square inches in area . . *ad val.* | 12½% | 30% Primage duty | 30% | 20% | 30% | 40% |
| | | | | | (Under new Item 335 (G) (4) (a)) | | |
| | *ad val.* | 5% | 10% | 10% | | | |
| | (2) Gummed paper in rolls irrespective of width: | | | | | | |
| | (a) When manufactured from the classes of paper specified in Item 334 (G) (1) (a) or 334 (G) (6) . . . . . per lb. | 4d. | 7½d. | 7½d. | | | |
| | or *ad val.* | 27½% | 50% | 50% | | | |
| | whichever rate returns the higher duty | | Primage duty | | | | |
| | *ad val.* | 5% | 10% | 10% | | | |
| | *ad val.* | | | | | | |
| | (b) Other . . . . . *ad val.* | 12½% | 30% | 30% | 20% | 30% | 40% |
| | | | Primage duty | | (Under new Items 335 (G) (4) (a) and 336 (E) (3) (b)) | | |
| | *ad val.* | 5% | 10% | 10% | | | |
| (M) | Paper and paper boards of types known as index system ivory and pulp boards, having a substance not less than 50 lb. for 480 sheets of size 20 inches by 25 inches: | | | | | | |
| | (1) Not ruled or printed in any way, in sheets not less than 21 inches by 16½ inches (or its equivalent) or in rolls not less than 13 inches in width, having a substance less than 70 lb. for 480 sheets of size 20 inches by 25 inches: | | | | | | |
| | (a) As prescribed by Departmental By-laws . . . . . per ton | Free | £4 | £4 | No change | | |
| | | | | | (Under new Items 335 (A) (1) (e), (D) (1) (b), (E) (1) (c) and (G) (1) (c)) | | |
| | (b) Other than as prescribed by Departmental By-laws under sub-paragraph (a), as prescribed by Departmental By-laws . . . . . per ton | £11 16s. 8d. | £16 6s. 8d. | £16 6s. 8d. | £28 3s. 4d. | £32 13s. 4d. | £35 |
| | | | | | (Under new Items 335 (A) (4) (b), (D) (3) (b) and (E) (5) (b)) | | |
| | (c) The free on board price per ton of which is not less than the price per ton as defined by Departmental By-laws . . . . . per ton | Free | £4 | £4 | No change | | |
| | | | | | (Under new Items 335 (A) (2) (a), (D) (2) and (G) (2) (a)) | | |
| | (d) Other . . . . . per ton | £11 16s. 8d. | £16 6s. 8d. | £16 6s. 8d. | £28 3s. 4d. | £32 13s. 4d. | £35 |
| | and, in addition, except in respect of goods in direct transit to Australia on or before April 21, 1961, a temporary duty of . . . . . per ton | £20 | £20 | £20 | (Under new Items 335 (A) (4) (b), (D) (3) (b) and (E) (5) (b)) | | |
| | (2) Having a substance not less than 70 lb. for 480 sheets of size 20 inches by 25 inches: | | | | | | |
| | (a) As prescribed by Departmental By-laws . . . . . per ton | Free | £4 | £4 | No change | | |
| | | | | | (Under new Items 335 (A) (1) (e), (D) (1) (b), (E) (1) (c) and (G) (1) (c)) | | |
| | (b) Other than as prescribed by Departmental By-laws under sub-paragraph (a), as prescribed by Departmental By-laws . . . . . per ton | £9 | £14 | £14 | Various | | |
| | | | | | (Under new Items 335 (A) (5), (C) (3) (b), (D) (4), (E) (3) (b) (2), (E) (6) and (F) (2)) | | |
| | (c) The free on board price per ton of which is not less than the price per ton as defined by Departmental By-laws . . . . . per ton | Free | £4 | £4 | No change | | |
| | | | | | (Under new Items 335 (A) (2) (a)) (D) (2) and (G) (2) (a)) | | |
| | (d) Other . . . . . per ton | £9 | £14 | £14 | Various | | |
| | and, in addition, except in respect of goods in direct transit to Australia on or before April 21, 1961, a temporary duty of . . . . . per ton | £20 | £20 | £20 | (Under new Items 335 (A) (5), (C) (3) (b), (D) (4), (E) (6) and (F) (2)) | | |
| (N) | (1) Stencil paper, irrespective of size or shape, in packets or otherwise . *ad val.* | 12½% | 32½% Primage duty | 32½% | | | |
| | *ad val.* | 5% | 10% | 10% | 17½% | 27½% | 35% |
| | (2) Carbon and other similarly prepared copying papers, irrespective of size or shape, in packets or otherwise . . . . . *ad val.* | 12½% | 37½% Primage duty | 37½% | (Under new Items 335 (G) (2) (c) and 336 (C)) | | |
| | *ad val.* | 5% | 10% | 10% | | | |
| (O) | (1) Cover paper and pressings: | | | | | | |
| | (a) As prescribed by Departmental By-laws . . . . . per ton | Free | £4 | £4 | No change | | |
| | | | | | (Under new Items 335 (A) (1) (e), (D) (1) (b), (E) (1) (c) and (G) (1) (c)) | | |

(*Continued on next page*)

## Australia (*Continued*)

| Tariff Item | Goods | Former Duties: British Preferential | Former Duties: Most-Favoured-Nation | Former Duties: General | New Duties: British Preferential | New Duties: Most-Favoured-Nation | New Duties: General |
|---|---|---|---|---|---|---|---|
| | (b) The free on board price per ton of which is not less than the price per ton as defined by Departmental By-laws . . . . . per ton | Free | £4 | £4 | No change (Under new Items 335 (A) (2) (a), (D) (2), (E) (2) (a) and (G) (2) (a)) | | |
| | (c) Other . . . . . per ton | £19 | £21 | £21 | 40% *ad val.* less £2 per ton | 40% *ad val.* — | 45% *ad val.* — |
| | per ton | | | | (Under new Items 335 (A) (4) (a), (D) (3) (a) and (E) (5) (a)) £28 3s. 4d. | £32 13s. 4d. | £35 |
| | (2) Paperhangings or wallpapers . . . . . *ad val.* | Free | 7½% | 7½% | (Under new Items 335 (A) (4) (b), (D) (3) (b) and (E) (5) (b)) No change (Under new Item 336 (B) (3)) | | |
| | (3) N.e.i. . . . . *ad val.* | 12½% | 27½% | 27½% | Various (Under new Items 335 (A) (2) (b), (A) (4) (b), (C) (2), (D) (3) (b), (E) (3) (a), (E) (5) (b), (F) (1), (G) (5) (b) and 336 (B) (2)) | | |
| | | Primage duty | | | | | |
| | | Printing paper other than for use in the production of printed music and of books of a literary or educational nature, magazines and periodicals (under security) | | | | | |
| | *ad val.* | 4% | 4% | 4% | | | |
| | | Paper other than printing paper: | | | | | |
| | *ad val.* | 10% | 10% | 10% | | | |
| (P) | Paper and boards specially prepared for coating with photographic emulsions, as prescribed by Departmental By-laws . . . . . *ad val.* | Free | 7½% | 7½% | Various (Under new Items 335 (A) (4) (a), (A) (4) (b) and (A) (5)) | | |
| (Q) | Strawpaper, strawboard other than corrugated, and boards, n.e.i.: | | | | | | |
| | (1) As prescribed by Departmental By-laws . . . . . per ton | Free | £4 | £4 | No change (Under new Items 335 (A) (1) (e), (D) (1) (b), (E) (1) (c) and (G) (1) (c)) | | |
| | (2) The free on board price per ton of which is not less than the price per ton as defined by Departmental By-laws . . . . . per ton | Free | £4 | £4 | No change (Under new Items 335 (A) (2) (a), (D) (2), (E) (2) (a) and (G) (2) (a)) | | |
| | (3) Other: | | | | | | |
| | (a) As prescribed by Departmental By-laws . . . . . per ton | £9 | £14 | £14 | £27 13s. 4d. | £32 13s. 4d. | £35 |
| | (b) Strawpaper; strawboard other than corrugated; unlined chipboard and, in addition, except in respect of goods which were in direct transit to Australia on or before April 24, 1962, and had not been entered for warehousing before April 24, 1962, a temporary duty of . . . . . per ton | £9 £10 | £14 £10 | £14 £10 | or *ad val.* 40% less per ton £5 | 40% — | 45% — |
| | (c) Leatherboard; imitation leatherboard . . . . . per ton | £9 | £14 | £14 | (Under new Item 335 (A) (5)) | | |
| | (d) Other . . . . . per ton | £9 | £14 | £14 | Various (Under new Items 335 (A) (5), (C) (3) (b), (D) (4), (E) (3) (b) (2), (E) (6), (F) (2) and (G) (5) (c)) | | |
| | and, in addition, a temporary duty of . . . . . per ton provided that, in respect of goods which were in direct transit to Australia on or before April 24, 1962, and which have not been entered for warehousing before April 24, 1962, the additional temporary duty shall not exceed £9 per ton. | £20 | £20 | £20 | | | |
| (R) | Millboards . . . . . | Free | Free | Free | These goods previously entered at rates applicable to Boards, n.e.i. | | |
| (S) | Strawboard, corrugated . . . . . *ad val.* | 20% | 40% | 40% | £27 13s. 4d. | £32 13s. 4d. | £35 |
| | | Primage duty | | | per ton or *ad val.* 40% less per ton £5 | 40% — | 45% — |
| | *ad val.* | 5% | 10% | 10% | whichever returns the lower duty (Under new Item 335 (E) (6)) | | |
| (T) | Paper felt and carpet felt paper, irrespective of weight . . . . . per ton | £12 | £14 | £14 | 40% *ad val.* less £2 per ton | 40% *ad val.* — | 45% *ad val.* — |
| | and, in addition, except in respect of goods which were in direct transit to Australia on or before April 24, 1962, and had not been entered for warehousing before April 24, 1962, a temporary duty of . . . . . per ton | £12 | £12 | £12 | (Under new Item 335 (A) (2) (d)) | | |
| (U) | Boxmakers' fancy papers having printed or embossed designs thereon; decalcomania paper; leatherette paper; flock-coated paper; coated imitation book cloth; marble paper . . . . . *ad val.* | Free | 7½% | 7½% | No change (Under new Item 335 (E) (2) (b) and (G) (2) (b)) | | |
| (V) | Cards, playing, in sheet or cut; boards in sheet form printed with designs for the backs of playing cards: | | | | | | |
| | per dozen packs, or the equivalent of per dozen packs . . . . . | 15s. 0d. | 18s. 0d. | 18s. 0d. | No change (Under new Items 310 (A) (4) (a), (A) (4) (b), 335 (G) (3) (d) and 336 (E) (2) (d)) | | |
| | | Primage duty | | | | | |
| | *ad val.* | 10% | 10% | 10% | | | |
| (W) | (1) Litmus paper irrespective of size or shape . . . . . *ad val.* | Free | 7½% | 7½% | No change (Under new Items 335 (G) (2) (d) and 336 (E) (2) (b)) | | |
| | (2) Filter paper irrespective of size, shape or weight: | | | | | | |
| | (a) Asbestos or containing asbestos . . . . . *ad val.* | 15% | 27½% | 27½% | 15% | 27½% | 35% |
| | | | | | (Under new Item 335 (H) (1) (a)) | | |
| | (b) Other . . . . . *ad val.* | Free | 7½% | 7½% | No change (Under new Item 335 (A) (1) (b) and 336 (E) (2) (c)) | | |
| (X) | Cigarette tubes, paper and papers: | | | | | | |
| | For each 60 cigarette tubes . . . . . | 2d. | 2d. | 2d. | No change (Under new Items 336 (A) (1) and (A) (2)) | | |
| | For each 60 cigarette papers or the equivalent of 60 cigarette papers . . . | 2d. | 2d. | 2d. | | | |
| (Y) | Paper, tissue, not gummed, for use in the manufacture of cigarette papers, as prescribed by Departmental By-laws . . . . . *ad val.* | Free | 7½% | 12½% | Free | 7½% | 7½% |
| | | | | | (Under new Item 335 (A) (1) (c)) | | |
| (Z) | Building board of wood pulp or of vegetable fibre, whether or not bonded with natural or artificial resins or with similar binders in panels, sheets, friezes or other patterned shapes, but not including goods covered by Item 240 (B): | | | | | | |
| | (1) Hardboard . . . . . *ad val.* | 20% | 40% | 45% | No change (Under new Item 335 (H) (2) (a)) | | |
| | (2) Other] . . . . . *ad val.* | 20% | 30% | 45% | No change (Under new Item 335 (H) (2) (b)) | | |
| *Paper-making material, viz.:* | | | | | | | |
| (A) | *Pulp derived by mechanical or chemical means from any fibrous vegetable material, not including goods covered by Item* 335 (*H*), *articles of paper pulp and cotton linters* . . | No change (Under former Item 334 (A)) | | | Free | Free | Free |
| (B) | *Waste paper and paperboard; scrap articles of paper or of paperboard, fit only for use in paper-making* . . . . . | No change (Under former Item 334 (B)) | | | Free | Free | Free |

## Australia (*Continued*)

| Tariff Item | Goods | Former Duties: British Preferential | Former Duties: Most-Favoured-Nation | Former Duties: General | New Duties: British Preferential | New Duties: Most-Favoured-Nation | New Duties: General |
|---|---|---|---|---|---|---|---|
| 335 | [Fashion plates and books] . . . . . *ad val.* | Free | Free | 12½% | Free | Free (Under new Item 339) | Free |
| | *Paper and paperboard in rolls or in sheets:* | | | | | | |
| | *(A) Machine made (including cellulose wadding not medicated nor put up in retail packs for medical or surgical purposes), not covered by a succeeding sub-item or by Item 336:* | | | | | | |
| | (1) *As prescribed by Departmental By-laws:* | | | | | | |
| | *(a) For use in wrapping fruit* . . . . . | No change (Under former Item 334 (G) (2)) | | | Free | Free | Free |
| | *(b) For use as a filter medium* . . . . . *ad val.* | No change (Under former Item 334 (W) (2) (b)) | | | Free | 7½% | 7½% |
| | *(c) For use in the manufacture of cigarette papers* . . . . . *ad val.* | Free | 7½% | 12½% (Under former Item 334 (Y)) | Free | 7½% | 7½% |
| | *(d) Having a substance not exceeding 22 grams per square metre* . . *per ton* | £5 | £7 | £7 (Under former Item 334 (D) (2) (a)) | Free | £2 | £2 |
| | *(e) Other* . . . . . *per ton* | No change (Under former Items 334 (F) (2) (a), (G) (4) (a), (J) (1), (M) (1) (a), (M) (2) (a), (O) (1) (a) and (Q) (1)) | | | Free | £4 | £4 |
| | *ad val.* | 20% | 35% | 35% | | | |
| | *ad val.* | Exempt | Primage duty 5% | 10% (Under former Item 334 (I)) | | | |
| | (2) *(a) Having a f.o.b. price per ton not less than as determined by the Minister* *per ton* | No change (Under former Items 334 (F) (2) (b), (J) (2), (M) (1) (c), (M) (2) (c), (O) (1) (b) and (Q) (2) | | | Free | £4 | £4 |
| | *(b) Dyeline base paper and paperboard; ferro prussiate paper and paperboard* *ad val.* | 12½% | 27½% | 27½% | 22½% | 37½% | 47½% |
| | *ad val.* | Primage duty 10% | 10% | 10% (Under former Item 334 (O) (3)) | | | |
| | *(c) Newsprint, that is to say, paper having a water absorbency when tested by the one-minute Cobb method of not less than 45 grams per square metre, containing not less than 70% of mechanical wood pulp and of a weight not less than 48 nor more than 62 grams per square metre* . . . . . *per ton* | No change (Under former Item 334 (C)) | | | Free | £4 | £4 |
| | *(d) Carpet felt paper* . . . . . *ad val.* / *less per ton* | £12 per ton | £14 per ton | £14 per ton plus a temporary duty of £12 per ton (Under former Item 334 (T)) | 40% £2 | 40% — | 45% — |
| | (3) *Having a substance not exceeding 22 grams per square metre, not covered by paragraph (2)* . . . . . *per ton* | £19 | £21 | £21 (Under former Item 334 (D) (2) (b)) | £26 | £28 | £30 |
| | *ad val.* | Free | 7½% | 7½% (Under former Item 334 (D) (1)) | | | |
| | (4) *Having a substance exceeding 22 grams per square metre and not exceeding 205 grams per square metre, not covered by paragraph (2):* | | | | | | |
| | *(a) Having a value for duty not exceeding £81 13s. 4d. per ton* . . *ad val.* / *less per ton* | Various (Under former Items 334 (G) (1) (a), (G) (4) (b), (G) (6) (b), (O) (1) (c) and (P)) | | | 40% £2 | 40% — | 45% — |
| | *(b) Other* . . . . . *per ton* | Various (Under former Items 334 (F) (1), (F) (2) (c), (F) (2) (d), (G) (4) (b), (J) (3), (J) (4), (M) (1) (b), (M) (1) (d), (O) (1) (c), (O) (3) and (P)) | | | £28 3s. 4d. | £32 13s. 4d. | £35 |
| | (5) *Other* . . . . . *per ton* or *ad val.* / *less per ton* (*whichever rate returns the lower duty*) | Various (Under former Items 334 (M) (2) (b), (M) (2) (d), (P), (Q) (3) (a), (Q) (3) (b), (Q) (3) (c) and (Q) (3) (d)) | | | £27 13s. 4d. 40% £5 | £32 13s. 4d. 40% — | £35 45% — |
| | *(B) Hand-made, not covered by a succeeding sub-item or by Item 336, provided that hand-made paper and paperboard with all four edges uncut or untrimmed shall not be excluded from this sub-item by reason of the size of the paper* . . . . . *per ton* | Various (Under former Items 334 (F) (1), (F) (2) (c) and (F) (2) (d)) | | | Free | £4 10s. 0d. | £6 |
| | *(C) Parchment or greaseproof paper and paperboard and imitations thereof, and glazed transparent paper not covered by a succeeding sub-item or by Item 336:* | | | | | | |
| | (1) *For wrapping fruit, as prescribed by Departmental By-laws* . . . . . | No change (Under former Item 334 (G) (2)) | | | Free | Free | Free |
| | (2) *Vegetable parchment* . . . . . *per ton* | £14 | £14 | £14 (Under former Item 334 (H)) | £14 | £14 | £16 |
| | *ad val.* | 12½% | 27½% | 27½% | | | |
| | *ad val.* | Primage duty 10% | 10% | 10% (Under former Item 334 (O) (3)) | | | |
| | (3) *Other:* | | | | | | |
| | *(a) Having a substance not exceeding 205 grams per square metre* . . *ad val.* / *less per ton* | £12 per ton | £14 per ton | £14 per ton (Under former Item 334 (G) (1) (b)) | 15% £2 | 15% — | 20% — |
| | *(b) Other* . . . . . *ad val.* / *less per ton* / *per ton* | £19 | £21 | £21 (Under former Item 334 (G) (5)) | 15% £5 | 15% — | 20% — |
| | | £9 per ton | £14 per ton | £14 per ton (Under former Item 334 (M) (2) (b)) | | | |
| | | £9 | £14 | £14 and a temporary duty of, per ton: £20 | | | |
| | | £20 | £20 | £20 (Under former Items 334 (M) (2) (d) and (Q) (3) (d)) | | | |
| | *(D) Composite paper or paperboard (made by sticking flat layers together with an adhesive), not surface-coated or impregnated, whether or not internally reinforced, not covered by a succeeding sub-item, by Item 336 or by Item 118 (B):* | | | | | | |
| | (1) *As prescribed by Departmental By-laws:* | | | | | | |
| | *(a) For wrapping fruit* . . . . . | No change (Under former Item 334 (G) (2)) | | | Free | Free | Free |
| | *(b) Other* . . . . . | No change (Under former Items 334 (F) (2) (a), (G) (4) (a), (J) (1), (M) (1) (a), (M) (2) (a), (O) (1) (a) and (Q) (1)) | | | Free | £4 | £4 |
| | (2) *Having a f.o.b. price per ton not less than as determined by the Minister* . *per ton* | No change (Under former Items 334 (F) (2) (b), (J) (2), (M) (1) (c), (M) (2) (c), (O) (1) (b) and (Q) (2)) | | | Free | £4 | £4 |
| | (3) *Having a substance not exceeding 205 grams per square metre, not covered by paragraph (2):* | | | | | | |
| | *(a) Having a value for duty not exceeding £81 13s. 4d. per ton* . . *ad val.* / *less per ton* | Various (Under former Items 334 (G) (1) (a), (G) (4) (b), (G) (6) (b) and (O) (1) (c)) | | | 40% £2 | 40% — | 45% — |

(*Continued on next page*)

## Australia (*Continued*)

| Tariff Item | Goods | Former Duties: British Preferential | Former Duties: Most-Favoured-Nation | Former Duties: General | New Duties: British Preferential | New Duties: Most-Favoured-Nation | New Duties: General |
|---|---|---|---|---|---|---|---|
| | *(b) Other* . . . . . *per ton* | Various (Under former Items 334 (F) (1), (F) (2) (c), (F) (2) (d), (G) (4) (b), (J) (3), (J) (4), (M) (1) (b), (M) (1) (d), (O) (1) (c) and (O) (3)) | | | £28 3s. 4d. | £32 13s. 4d. | £35 |
| | (4) *Other* . . . . . *per ton* | £9 | £14 | £14 | £27 13s. 4d. | £32 13s. 4d. | £35 |
| | *or* { *ad val.* | (Under former Item 334 (M) (2) (b)) | | | 40% | 40% | 45% |
| | *less per ton* | £9 | £14 | £14 | £5 | — | — |
| | *whichever rate returns the lower duty* | and a temporary duty of, per ton £20 (Under former Items 334 (M) (2) (d) and (Q) (3) (d)) | £20 | £20 | | | |
| | (*E*) *Corrugated (with or without flat surface sheets), creped, crinkled, embossed or perforated, not covered by a succeeding sub-item or by Item 336:* | | | | | | |
| | (1) *As prescribed by Departmental By-laws:* | | | | | | |
| | *(a) For wrapping fruit* . . . . . | No change (Under former Item 334 (G) (2)) | | | Free | Free | Free |
| | *(b) Having a substance not exceeding 22 grams per square metre* . . *per ton* | £5 | £7 | £7 | Free | £2 | £2 |
| | | (Under former Item 334 (D) (2) (a)) | | | | | |
| | *(c) Other* . . . . . *per ton* | No change (Under former Items 334 (F) (2) (a), (J) (1), (M) (1) (a), (M) (2) (a), (O) (1) (a) and (Q) (1)) | | | Free | £4 | £4 |
| | (2) *(a) Having a f.o.b. price per ton not less than as determined by the Minister* *per ton* | No change (Under former Items 334 (F) (2) (b), (J) (2), (O) (1) (b) and (Q) (2)) | | | Free | £4 | £4 |
| | *(b) Leatherette having a substance not exceeding 205 grams per square metre* *ad val.* | No change (Under former Item 334 (U)) | | | Free | 7½% | 7½% |
| | (3) *Composed of paper or paperboard described in sub-item (C):* | | | | | | |
| | *(a) Vegetable parchment* . . . . . *per ton* | £14 | £14 | £14 | £14 | £14 | £16 |
| | | (Under former Item 334 (H)) | | | | | |
| | *ad val.* | 12½% | 27½% | 27½% | | | |
| | | Primage duty | | | | | |
| | *ad val.* | 10% | 10% | 10% | | | |
| | | (Under former Item 334 (O) (3)) | | | | | |
| | *(b) Other:* | | | | | | |
| | (1) *Having a substance not exceeding 205 grams per square metre* . *ad val.* | £12 per ton | £14 per ton | £14 per ton | 15% | 15% | 20% |
| | *less per ton* | (Under former Item 334 (G) (1) (b)) | | | £2 | — | — |
| | | £19 | £21 | £21 | | | |
| | | (Under former Item 334 (G) (5)) | | | | | |
| | (2) *Other* . . . . . *ad val.* | £9 per ton | £14 per ton | £14 per ton | 15% | 15% | 20% |
| | *less per ton* | (Under former Item 334 (M) (2) (b)) | | | £5 | — | — |
| | | £9 per ton | £14 per ton | £14 per ton | | | |
| | | plus a temporary duty of, per ton £20 (Under former Item 334 (Q) (3) (d)) | £20 | £20 | | | |
| | (4) *Having a substance not exceeding 22 grams per square metre, not covered by paragraph (2) or (3)* . . . . . *per ton* | £19 | £21 | £21 | £26 | £28 | £30 |
| | | (Under former Item 334 (D) (2) (b)) | | | | | |
| | (5) *Having a substance exceeding 22 grams per square metre and not exceeding 205 grams per square metre, not covered by paragraph (2) or (3):* | | | | | | |
| | *(a) Having a value for duty not exceeding £81 13s. 4d. per ton* . . *ad val.* | £19 per ton | £21 per ton | £21 per ton | 40% | 40% | 45% |
| | *less per ton* | (Under former Item 334 (G) (1) (a) and (O) (1) (c)) | | | £2 | — | — |
| | *per ton* | £19 | £21 | £21 | | | |
| | | and a temporary duty of, per ton £20 (Under former Item 334 (G) (6) (b)) | £20 | £20 | | | |
| | *(b) Other* . . . . . *per ton* | Various (Under former Item 334 (F) (1), (F) (2) (c), (F) (2) (d), (J) (3), (J) (4), (M) (1) (b), (M) (1) (d), (O) (1) (c) and (O) (3)) | | | £28 3s. 4d. | £32 13s. 4d. | £35 |
| | (6) *Other* . . . . . *per ton* | Various | | | £27 13s. 4d. | £32 13s. 4d. | £35 |
| | *or* { *ad val.* | (Under former Item 334 (M) (2) (b), (M) (2) (d), (Q) (3) (d) and (S)) | | | 40% | 40% | 45% |
| | *less per ton* | | | | £5 | — | — |
| | *whichever rate returns the lower duty* | | | | | | |
| | (*F*) *Ruled, lined or squared, but not otherwise printed, not covered by a succeeding sub-item or by Item 336:* | | | | | | |
| | (1) *Having a substance not exceeding 205 grams per square metre* . . *ad val.* | 12½% | 27½% | 27½% | 30% | 40% | 45% |
| | *or* { *per ton* | Primage duty | | | £32 13s. 4d. | £32 13s. 4d. | £35 |
| | *less ad val.* | 10% | 10% | 10% | 10% | — | — |
| | *whichever rate returns the lower duty* | (Under former Item 334 (O) (3)) | | | | | |
| | (2) *Other* . . . . . *per ton* | £9 | £14 | £14 | £27 13s. 4d. | £32 13s. 4d. | £35 |
| | *or* { *ad val.* | (Under former Item 334 (M) (2) (b)) | | | 40% | 40% | 45% |
| | *less per ton* | | | | £5 | — | — |
| | *whichever rate returns the lower duty* | £9 per ton | £14 per ton | £14 per ton | | | |
| | | and a temporary duty of, per ton £20 (Under former Items 334 (M) (2) (d) and (Q) (3) (d)) | £20 | £20 | | | |
| | (*G*) *Impregnated, coated, surface-coloured, surface-decorated or printed (not being merely ruled, lined or squared (sub-item (F)) not covered by a succeeding sub-item, by Item 118 (B), Item 336, Item 337, Item 338 or Item 339:* | | | | | | |
| | (1) *As prescribed by Departmental By-laws:* | | | | | | |
| | *(a) For use in wrapping fruit* . . . . . | No change (Under former Item 334 (G) (2)) | | | Free | Free | Free |
| | *(b) Having a substance not exceeding 22 grams per square metre* . . *per ton* | £5 | £7 | £7 | Free | £2 | £2 |
| | | (Under former Item 334 (D) (2) (a)) | | | | | |
| | *(c) Other* . . . . . *per ton* | No change (Under former Items 334 (F) (2) (a), (F) (3) (a), (G) (4) (a), (J) (1), (M) (1) (a), (M) (2) (a), (O) (1) (a) and (Q) (1)) | | | Free | £4 | £4 |
| | *ad val.* | Free | 7½% | 7½% | | | |
| | | (Under former Item 334 (K) (2) (a)) | | | | | |
| | (2) *(a) Having a f.o.b. price per ton not less than as determined by the Minister* *per ton* | No change (Under former Item 334 (F) (2) (b), (J) (2), (M) (1) (c), (M) (2) (c), (O) (1) (b) and (Q) (2)) | | | Free | £4 | £4 |
| | *(b) Flock coated; marbled; leatherette decalcomania* . . . . *ad val.* | No change (Under former Item 334 (U)) | | | Free | 7½% | 7½% |
| | *(c) Carbon and other copying papers, including duplicating stencil papers and similar transfer papers* . . . . . *ad val.* | 12½% | 32½% | 32½% | 17½% | 27½% | 35% |

## Australia (*Continued*)

| Tariff Item | Goods | Former Duties | | | New Duties | | |
|---|---|---|---|---|---|---|---|
| | | British Preferential | Most-Favoured-Nation | General | British Preferential | Most-Favoured-Nation | General |
| | | | Primage duty | | | | |
| | *ad val.* | 5% | 10% | 10% | | | |
| | | (Under former Item 334 (N) (1)) | | | | | |
| | *ad val.* | 12½% | 37½% | 37½% | | | |
| | | | Primage duty | | | | |
| | *ad val.* | 5% | 10% | 10% | | | |
| | | (Under former Item 334 (N) (2)) | | | | | |
| | (*d*) *Indicator paper and paperboard, such as litmus* *ad val.* | No change (Under Item 281 (L) (1) and former Item 334 (W) (1)) | | | Free | 7½% | 7½% |
| | (*e*) *Enamelled blotting* *per ton* | £7 | £16 6s. 8d. | £16 6s. 8d. | £29 13s. 4d. | £32 13s. 4d. | £35 |
| | | (Under former Item 334 (J) (3)) | | | | | |
| | *per ton* | £7 | £16 6s. 8d. | £16 6s. 8d. | | | |
| | | plus a temporary duty of | | | | | |
| | *per ton* | £10 | £10 | £10 | | | |
| | | (Under former Item 334 (J) (4)) | | | | | |
| | (3) (*a*) *Printed or embossed with words, letters or figures and by reason of such printing or embossing recognizable as suitable for use as a wrapping medium* *per ton* | | | | £84 | £154 | £160 |
| | *or ad val.* | | | | 22½% | 57½% | 65% |
| | *whichever rate returns the higher duty* | | | | | Primage duty | |
| | *ad val.* | | | | Exempt | 5% | 10% |
| | (*b*) *Billheads, memoranda and other printed, ruled or engraved forms (i.e. loose leaf and in sizes not covered by Item 336 (E))* *per cwt.* | | | | £4 4s. 0d. | £7 14s. 0d. | £8 |
| | *or ad val.* | | | | 22½% | 57½% | 65% |
| | *whichever rate returns the higher duty* | 9d. per lb. | 1s. 4½d. per lb. | 1s. 4½d. per lb. | | Primage duty | |
| | | or | | | Exempt | 5% | 10% |
| | *ad val.* | 22½% | 57½% | 62½% | | | |
| | | whichever returns higher duty | | | | | |
| | | | Primage duty | | | | |
| | *ad val.* | Exempt | 5% | 10% | | | |
| | | (Under former Item 338 (A) (1)) | | | | | |
| | (*c*) *Printed or prepared so as to be recognizable as intended for making up into tickets* *per ton* | | | | £84 | £154 | £160 |
| | *or ad val.* | | | | 22½% | 57½% | 65% |
| | *whichever rate returns the higher duty* | | | | | Primage duty | |
| | *ad val.* | | | | Exempt | 5% | 10% |
| | (*d*) *Bearing designs so as to be suitable for cutting up into playing cards per gross of per doz. packs or the equivalent of per doz. packs individual designs.* | 15s. 0d. | 18s. 0d. | 18s. 0d. | 3s. 4d. | 4s. 0d. | 4s. 0d. |
| | | | Primage duty | | | | |
| | *ad val.* | 10% | 10% | 10% | | | |
| | | (Under former Item 334 (V)) | | | | | |
| | (4) *Having a substance not exceeding 205 grams per square metre, not covered by paragraph (2) or (3):* | | | | | | |
| | (*a*) *Gummed* *ad val.* | | Various | | 20% | 30% | 40% |
| | | (Under former Items 334 (L) (1), (L) (2) (a) and (L) (2) (b)) | | | | | |
| | (*b*) *Waxed, not gummed* *ad val.* | £14 per ton | 10% | 10% | 20% | 30% | 40% |
| | | (Under former Item 334 (K) (2) (b)) | | | | | |
| | (*c*) *Wrapping, having a substance exceeding 22 grams per square metre, not coated or laminated with polyethylene and not covered by sub-paragraph (a) or (b)* *per ton* | £19 | £21 | £21 | £30 13s. 4d. | £32 13s. 4d. | £35 |
| | *or ad val.* | (Under former Item 334 (G) (1) (a) and (G) (6) (a)) | | | 40% | 40% | 45% |
| | *less per ton* | | | | £2 | — | — |
| | *whichever rate returns the lower duty* | | | | | | |
| | *per ton* | £19 | £21 | £21 | | | |
| | | plus a temporary duty of | | | | | |
| | *per ton* | £20 | £20 | £20 | | | |
| | | (Under former Item 334 (G) (6) (b)) | | | | | |
| | (*d*) *Coated printing* *ad val.* | £14 | £18 10s. 0d. | £18 10s. 0d. | 30% | 30% | 40% |
| | *less per ton* | per ton | per ton | per ton | £4 10s. 0d. | — | — |
| | | (Under former Item 334 (F) (3) (b)) | | | | | |
| | *per ton* | £14 | £18 10s. 0d. | £18 10s. 0d. | | | |
| | | plus a temporary duty of | | | | | |
| | *per ton* | £20 | £20 | £20 | | | |
| | | (Under former Item 334 (F) (3) (c)) | | | | | |
| | (*e*) *Coated, n.e.i.* *ad val.* | Free | 7½% | 7½% | 20% | 30% | 40% |
| | | (Under former Item 334 (K) (1)) | | | | | |
| | | £14 per ton | 10% *ad val.* | 10% *ad val.* | | | |
| | | (Under former Item 334 (K) (2) (b)) | | | | | |
| | (5) *Other:* | | | | | | |
| | (*a*) *Having a substance not exceeding 22 grams per square metre* *per ton* | £19 | £21 | £21 | £26 | £28 | £30 |
| | | (Under former Item 334 (D) (2) (b)) | | | | | |
| | (*b*) *Having a substance exceeding 22 grams per square metre and not exceeding 205 grams per square metre* *ad val.* | 12½% | 27½% | 27½% | 30% | 40% | 45% |
| | *per ton* | | Primage duty | | £32 13s. 4d. | £32 13s. 4d. | £35 |
| | *or less ad val.* | 10% | 10% | 10% | 10% | — | — |
| | *whichever rate returns the lower duty* | (Under former Item 334 (O) (3)) | | | | | |
| | (*c*) *Other* *per ton* | £9 | £14 | £14 | £27 13s. 4d. | £32 13s. 4d. | £35 |
| | *ad val.* | and a temporary duty of per ton | | | 40% | 40% | 45% |
| | *or less per ton* | £20 | £20 | £20 | £5 | — | — |
| | *whichever rate returns the lower duty* | (Under former Item 334 (Q) (3) (d)) | | | | | |
| | (*H*) (1) *Filter blocks of paper pulp, including such blocks irrespective of size or shape:* | | | | | | |
| | (*a*) *Containing asbestos* *ad val.* | 15% | 27½% | 27½% | 15% | 27½% | 35% |
| | | (Under former Item 334 (W) (2) (a)) | | | | | |
| | (*b*) *Other* *ad val.* | No change (Under Item 369 (A)) | | | 30% | 47½% | 55% |
| | (2) *Building board of wood pulp or of vegetable fibre, whether or not bonded with natural or artificial resins or with similar binders, not covered by Item 240 (B):* | | | | | | |
| | (*a*) *Hardboards* *ad val.* | No change (Under former Item 334 (Z) (1)) | | | 20% | 40% | 45% |
| | (*b*) *Other* *ad val.* | No change (Under former Item 334 (Z) (2)) | | | 20% | 30% | 45% |
| 336 | [(A) Parchment, cut or uncut *ad val.* | Free | 7½% | 7½% | No change (Under new Item 324 (D) (1)) | | |
| | (B) Parchment, printed] *ad val.* | 20% | 45% | 45% | No change (Under new Item 324 (D) (2)) | | |
| | *ad val.* | 5% | Primage duty 10% | 10% | | | |
| | *Paper and paperboard cut to size or shape and including, where specifically indicated, in rolls or sheets, articles of paper or paperboard:* | | | | | | |
| | (*A*) *Cigarette paper, cut to size whether or not in the form of booklets or tubes:* | | | | | | |
| | (1) *Cigarette tubes* *per 60 tubes* | No change (Under former Item 334 (X)) | | | 2d. | 2d. | 2d. |
| | (2) *Other* *per 60 papers or the equivalent thereof* | | | | 2d. | 2d. | 2d. |
| | (*B*) *Wallpapers and lincrusta; window transparencies of paper:* | | | | | | |

(*Continued on next page*)

## Australia (*Continued*)

| Tariff Item | Goods | Former Duties | | | New Duties | | |
|---|---|---|---|---|---|---|---|
| | | British Preferential | Most-Favoured-Nation | General | British Preferential | Most-Favoured-Nation | General |
| | (1) *In rolls less than 6 inches in width; in sheets of area not exceeding 144 square inches* | | | | | | |
| | *ad val.* | | No change | | 27½% | 50% Primage duty | 50% |
| | *ad val.* | (Under former Item 340 (C)) | | | 5% | 10% | 10% |
| | (2) *Window transparencies, not covered by paragraph (1)* . . . . . *ad val.* | 12½% | 27½% Primage duty | 27½% | 30% | 40% | 45% |
| | *or* { *per ton* | 10% | 10% | 10% | £32 13s. 4d. | £32 13s. 4d. | £35 |
| | *less ad val.* | | | | 10% | — | — |
| | *whichever rate returns the lower duty* | (Under former Item 334 (O) (3)) | | | | | |
| | (3) *Other* . . . . . *ad val.* | | No change | | Free | 7½% | 7½% |
| | | (Under former Item 334 (O) (2)) | | | | | |
| | (C) *Carbon and other copying papers including duplicator stencils and transfer papers, whether or not put up in boxes, provided that when not made up as articles the goods shall be cut to size not larger than in rolls less than 6 inches in width or in sheets with no side greater than 14 inches* . . . . . *ad val.* | 12½% | 32½% Primage duty | 32½% | 17½% | 27½% | 35% |
| | *ad val.* | 5% | 10% | 10% | | | |
| | | (Under former Item 334 (N) (1)) | | | | | |
| | *ad val.* | 12½% | 37½% Primage duty | 37½% | | | |
| | *ad val.* | 5% | 10% | 10% | | | |
| | | (Under former Item 334 (N) (2)) | | | | | |
| | (D) *Writing blocks, envelopes, letter cards, plain postcards, correspondence cards; boxes, pouches, wallets and writing compendiums of paper or paperboard, containing only an assortment of paper stationery:* | | | | | | |
| | (1) *Postcards, plain* . . . . . *ad val.* | | No change | | 17½% | 40% Primage duty | 40% |
| | *ad val.* | (Under former Item 340 (A) (2)) | | | Exempt | 5% | 10% |
| | (2) *Other* . . . . . *ad val.* | | No change | | 22½% | 45% Primage duty | 50% |
| | *ad val.* | (Under former Item 340 (A) (1)) | | | Exempt | 5% | 10% |
| | (E) *Paper and paperboard, cut to size or shape, i.e. in strips or rolls less than 6 inches in width or in sizes not exceeding 144 square inches in area, not covered by a preceding sub-item or by Item 334 (B), Item 335 (H) or Item 337:* | | | | | | |
| | (1) *For use in wrapping fruit as prescribed by Departmental By-laws:* . . . | | No change | | Free | Free | Free |
| | | (Under former Item 334 (G) (2)) | | | | | |
| | (2) (*a*) *Monotype paper* . . . . . *ad val.* | | No change | | Free | 7½% | 7½% |
| | | (Under former Item 334 (E)) | | | | | |
| | (*b*) *Indicator papers (e.g. litmus)* . . . . . *ad val.* | | No change | | Free | 7½% | 7½% |
| | | (Under former Item 334 (W) (1) and Item 281 (L) (1)) | | | | | |
| | (*c*) *Filter paper or paperboard, not containing asbestos* . . . . *ad val.* | | No change | | Free | 7½% | 7½% |
| | | (Under former Item 334 (W) (2) (b)) | | | | | |
| | (*d*) *Bearing designs so as to be suitable for cutting up into playing cards per gross of individual designs.* | *per doz. packs or the equivalent of per doz. packs* | | | | | |
| | | 15s. 0d. | 18s. 0d. Primage duty | 18s. 0d. | 3s. 4d. | 4s. 0d. | 4s. 0d. |
| | *ad val.* | 10% | 10% | 10% | | | |
| | | (Under former Item 334 (V$_1$)) | | | | | |
| | (*e*) *Printed or embossed with words, letters or figures and by reason of such printing or embossing recognizable as suitable for use as a wrapping medium* . *per ton* | | | | £84 | £154 | £160 |
| | *or ad val.* | | | | 22½% | 57½% Primage duty | 65% |
| | *whichever rate returns the higher duty* | | | | | | |
| | *ad val.* | 9d. | 1s. 4½d. | 1s. 4½d. | Exempt | 5% | 10% |
| | (*f*) *Billheads, memorandum and other printed, ruled or engraved forms (loose leaf and not made up in pads (Item 337 (C) (1) (b))* . . . . *per cwt.* | per lb. | per lb. | per lb. | | | |
| | *or ad val.* | 22½% | 57½% | 62½% | £4 4s. 0d. | £7 14s. 0d. | £8 |
| | *whichever rate returns the higher duty* | whichever rate returns the higher duty | | | 22½% | 57½% Primage duty | 65% |
| | *or ad val.* | Exempt | 5% Primage duty | 10% | Exempt | 5% | 10% |
| | *ad val.* | (Under former Item 338 (A) (1)) | | | | | |
| | (3) *Gummed paper not covered by paragraph (2):* | | | | | | |
| | (*a*) *In sheets not exceeding 144 square inches in area* . . . . *ad val.* | 27½% | 50% Primage duty | 50% | 27½% | 50% Primage duty | 60% |
| | *ad val.* | 5% | 10% | 10% | 5% | 10% | 10% |
| | | (Under former Item 340 (C)) | | | | | |
| | (*b*) *Other* . . . . . *ad val.* | (Under former Items 334 (L) (2) (a) and (L) (2) (b)) | Various | | 20% | 30% | 40% |
| | (4) *Pressure sensitive self-adhesive paper and paperboard not covered by paragraph (2)* | | | | | | |
| | *ad val.* | | | | 27½% | 50% Primage duty | 60% |
| | *ad val.* | 27½% | 50% Primage duty | 50% | 5% | 10% | 10% |
| | *ad val.* | 5% | 10% | 10% | 27½% | 50% Primage duty | 60% |
| | (5) *Other* . . . . . *ad val.* | (Under former Item 340 (C)) | | | 5% | 10% | 10% |
| | *ad val.* | | | | | | |
| 337 | [(A) Transfers, ceramic, for pottery . . . . . *ad val.* | Free | 7½% | 7½% | (Under new Item 340 (E) (1)) | No change | |
| | (B) Transfers, n.e.i.] . . . . . *ad val.* | 20% | 45% Primage duty | 45% | 20% | 45% Primage duty | 50% |
| | *ad val.* | 5% | 10% | 10% | 5% | 10% | 10% |
| | | | | | (Under new Item 340 (E) (2)) | | |
| | *Articles of paper or paperboard:* | | | | | | |
| | (A) *Boxes, bags and other packing containers:* | | | | | | |
| | (1) *Printed or embossed* . . . . . *per ton* | | No change | | £84 | £154 | £160 |
| | *or ad val.* | (Under former Item 338 (A) (1)) | | | 22½% | 57½% Primage duty | 65% |
| | *whichever rate returns the higher duty* | | | | | | |
| | *ad val.* | | | | Exempt | 5% | 10% |
| | (2) *Bags, not covered by paragraph (1)* . . . . . *per ton* | £22 | £25 | £26 | £22 | £23 | £28 |
| | *or ad val.* | 20% | 32½% | 35% | 20% | 32½% | 35% |
| | *whichever rate returns the higher duty* | (Under former Item 334 (G) (3)) | | | | | |
| | (3) *N.e.i.* . . . . . *ad val.* | 27½% | 50% Primage duty | 50% | 27½% | 50% Primage duty | 60% |
| | *ad val.* | 5% | 10% | 10% | 5% | 10% | 10% |
| | | (Under former Item 340 (C)) | | | | | |
| | (B) *Box files, letter trays, storage boxes and similar articles of paper or paperboard of a kind commonly used in offices, shops and the like* . . . . . *ad val.* | | No change | | 22½% | 45% Primage duty | 50% |
| | *ad val.* | (Under former Item 340 (A) (1)) | | | Exempt | 5% | 10% |
| | (C) *Registers, exercise books, note books, memorandum blocks, order books, receipt books, diaries, blotting pads, binders (loose leaf or other), file covers and other stationery of paper or paperboard; sample and other albums and book covers of paper or paperboard:* | | | | | | |

## Australia (*Continued*)

| Tariff Item | Goods | Former Duties: British Preferential | Former Duties: Most-Favoured-Nation | Former Duties: General | New Duties: British Preferential | New Duties: Most-Favoured-Nation | New Duties: General |
|---|---|---|---|---|---|---|---|
| | (1) (*a*) *Diaries* . . . . . *per lb.* | | | | 9d. | 1s. 4½d. | 1s. 5d. |
| | *or ad val.* | | | | 22½% | 57½% Primage duty | 65% |
| | *whichever rate returns the higher duty* | | | | | | |
| | *ad val.* | | | | Exempt | 5% | 10% |
| | *per lb.* | 9d. | 1s. 4½d. | 1s. 4½d. | | | |
| | *or ad val.* | 22½% whichever | 57½% returns higher Primage duty | 62½% duty | | | |
| | *ad val.* | Exempt | 5% | 10% | | | |
| | | (Under former Item 338 (A) (1)) | | | | | |
| | (*b*) *Billheads, memorandum and other printed ruled or engraved forms, in pads* *per cwt.* | | | | £4 4s. 0d. | £7 14s. 0d. | £8 |
| | *or ad val.* | | | | 22½% | 57½% Primage duty | 65% |
| | *whichever rate returns the higher duty* | | | | | | |
| | *ad val.* | | | | Exempt | 5% | 10% |
| | (2) *Registers; account books, betting books, copy books, copying books, drawing books, exercise books, guard books, letter books, pocket books, receipt books, sketch books, note books, order books and the like* . . . . . *ad val.* | | No change | | 22½% | 52½% Primage duty | 57½% |
| | | | (Under former Item 340 (B)) | | Exempt | 5% | 10% |
| | *ad val.* | | | | | | |
| | (3) *Other* . . . . . *ad val.* | | No change | | 22½% | 45% Primage duty | 50% |
| | | | (Under former Item 340 (A) (1)) | | Exempt | 5% | 10% |
| | *ad val.* | | | | | | |
| | (*D*) *Paper or paperboard labels, whether or not printed or gummed* . . . *per cwt.* | 9d. per lb. | 1s. 4½d. per lb. | 1s. 4½d. per lb. | £4 4s. 0d. | £7 14s. 0d. | £8 |
| | *or ad val.* | 22½% | 57½% Primage duty | 62½% | 22½% | 57½% Primage duty | 65% |
| | *whichever rate returns the higher duty* | | | | | | |
| | *ad val.* | Exempt | 5% | 10% | Exempt | 5% | 10% |
| | | (Under former Item 338 (A) (1)) | | | | | |
| | (*E*) *Bobbins, spools, cops and similar supports of paper pulp, paper or paperboard, whether or not perforated or hardened:* | | | | | | |
| | (1) *Cones* . . . . . *per lb.* | | No change | | 5d. | 7d. | 7d. |
| | | | (Under former Item 340 (E) (1)) | | | | |
| | (2) *Parallel spinning tubes as used in the production or further processing of nylon or acetate yarns* . . . . . *per lb.* | | No change | | 5d. | 7d. | 7d. |
| | | | (Under former Item 340 (E) (2)) | | | | |
| | (3) *Other* . . . . . *per lb.* | | No change | | Free | 2d. | 2d. |
| | | | (Under former Item 340 (E) (3)) | | | | |
| | (*F*) (1) *Paper patterns* . . . . . *per cwt.* | | | | £4 4s. 0d. | £7 14s. 0d. | £8 |
| | *or ad val.* | | | | 22½% | 57½% Primage duty | 65% |
| | *whichever rate returns the higher duty* | | | | | | |
| | *ad val.* | | | | Exempt | 5% | 10% |
| | *per lb.* | 9d. | 1s. 4½d. | 1s. 4½d. | | | |
| | *or ad val.* | 22½% whichever | 57½% returns higher Primage duty | 62½% duty | | | |
| | *ad val.* | Exempt | 5% | 10% | | | |
| | | (Under former Item 338 (A) (1)) | | | | | |
| | (2) *Paper patty pans and like paper containers of all sizes and paper chocolate cups, including the weight of the immediate containing cartons* . . . *per cwt.* | | | | £4 4s. 0d. | £7 14s. 0d. | £8 |
| | *or ad val.* | | | | 22½% | 57½% Primage duty | 65% |
| | *whichever rate returns the higher duty* | | | | | | |
| | *ad val.* | | | | Exempt | 5% | 10% |
| | (3) (*a*) *Charts for manuscript use* . . . . . *ad val.* | | No change | | 20% | 35% | 40% |
| | | | (Under former Item 344 (C)) | | | | |
| | (*b*) *Recording dials or sheets or rolls for self recording instruments, printed* *ad val.* | | No change | | 22½% | 50% | 55% |
| | | | (Under former Item 334 (D)) | | | | |
| | (4) *N.e.i.* . . . . . *ad val.* | 27½% | 50% Primage duty | 50% | 27½% | 50% Primage duty | 60% |
| | *ad val.* | 5% | 10% | 10% | 5% | 10% | 10% |
| | | (Under former Item 340 (C)) | | | | | |
| 338 | [Paper, viz.:] | | | | | | |
| | *Articles of paper or paperboard:* | | | | | | |
| | (A) [(1) Manufactures of, or articles partly manufactured of, framed (including the weight of the frame), or unframed, having advertisements thereon; price lists; prospectuses; show cards; catalogues, circulars, pictures n.e.i., and printed, photographed or lithographed matter, used or intended to be used for advertising purposes; pictures used or intended to be used in the manufacture of box tops, pad covers, calendars, almanacs and the like; all printed or embossed bags or containers; calendars, almanacs, and diaries; Australian directories, guides, and timetables; paper patterns; labels of all kinds; tickets, printed, viz., railway, tramway, and other, including paper and board printed or prepared in any way therefor; billheads, memorandum forms, and all other printed, ruled or engraved forms of paper, n.e.i.; paper, printed or embossed with words, lettering or numerical figures, of a type which when printed or embossed is suitable for use in connection with the wrapping of goods or in the covering of containers for goods; paper patty pans and like paper containers of all sizes, also paper chocolate cups, including the weight of the immediate containing cartons] . . . . . *per lb.* | 9d. | 1s. 4½d. | 1s. 4½d. | The equivalent of the following: £4 4s. 0d. | £7 14s. 0d. | £8 per cwt. |
| | *or ad val.* | 22½% | 57½% Primage duty | 62½% | 22½% | 57½% Primage duty | 65% |
| | *whichever rate returns higher duty* | | | | | | |
| | *ad val.* | Exempt | 5% | 10% | Exempt | 5% | 10% |
| | | | | | (Under new Items 335 (G) (3) (a), (G) (3) (b), (G) (3) (c), 336 (E) (2) (c), (E) (2) (f), 337 (A) (1), (C) (1) (a), (C) (1) (b), (D), (F) (1), (F) (2), 338 (A) (1) (a), (A) (1) (b), (A) (1) (c), (A) (1) (d), 365 (A) (2) (b) and (B) (1)) | | |

(*Continued on next page*)

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## Australia (*Continued*)

| Tariff Item | Goods | Former Duties: British Preferential | Former Duties: Most-Favoured-Nation | Former Duties: General | New Duties: British Preferential | New Duties: Most-Favoured-Nation | New Duties: General |
|---|---|---|---|---|---|---|---|
| | (1) (*a*) *Advertising matter wholly or partly of paper; catalogues, circulars, pictures and printed, photographed or lithographed matter used or intended to be used for advertising* — *per cwt.* | | | | £4 4s. 0d. | £7 14s. 0d. | £8 |
| | *or ad val.* | | | | 22½% | 57½% Primage duty | 65% |
| | *whichever rate returns the higher duty* — *ad val.* | | | | Exempt | 5% | 10% |
| | (*b*) *Price lists; prospectuses; show cards; calendars; almanacs; Australian directories guides and timetables* — *per cwt.* | | | | £4 4s. 0d. | £7 14s. 0d. | £8 |
| | *or ad val.* | | | | 22½% | 57½% Primage duty | 65% |
| | *whichever rate returns the higher duty* — *ad val.* | | | | Exempt | 5% | 10% |
| | *per lb.* | 9d. | 1s. 4½d. | 1s. 4½d. | | | |
| | *or ad val.* | 22½% | 57½% | 62½% | | | |
| | | whichever returns higher duty | | | | | |
| | *ad val.* | Exempt | Primage duty 5% | 10% | | | |
| | | (Under former Item 338 (A) (1)) | | | | | |
| | (*c*) *Pictures used or intended to be used in the manufacture of boxtops, pad covers, calendars, almanacs and the like* — *per cwt.* | | | | £4 4s. 0d. | £7 14s. 0d. | £8 |
| | *or ad val.* | | | | 22½% | 57½% Primage duty | 65% |
| | *whichever rate returns the higher duty* — *ad val.* | | | | Exempt | 5% | 10% |
| | (*d*) *Printed tickets* — *per cwt.* | | | | £4 4s. 0d. | £7 14s. 0d. | £8 |
| | *or ad val.* | | | | 22½% | 57½% Primage duty | 65% |
| | *whichever rate returns the higher duty* — *ad val.* | | | | Exempt | 5% | 10% |
| | (2) Posters not elsewhere specified, used or intended to be used for advertising purposes — per lb. | 9d. | — | — | | | |
| | or *ad val.* | 22½% | — | — | | | |
| | whichever rate returns the higher duty — per lb. | — | 1s. 6d. | 1s. 6d. | | | |
| | and *ad val.* | — | 57½% Primage duty | 62½% | | | |
| | *ad val.* | Exempt | 5% | 10% | | | |
| | (B) Printed matter and photographs the property of any public institution and intended for deposit or exhibition therein | Free | Free | Free | | No change | |
| | (C) Overseas travel literature and printed matter, as prescribed by Departmental By-laws | Free | Free | Free | | | |
| | (D) Catalogues, price lists and other printed matter, as prescribed by Departmental By-laws | Free | Free | Free | | | |
| | (E) Posters, advertising films, admissible under Item 320 (C) (2) (b) | Free | Free | Free | | | |
| | (F) No sub-item. | | | | | | |
| | (G) Catalogues and price lists printed in the United Kingdom and relating exclusively to products of that country | Free | — | — | | | |
| 339 | [Books, n.e.i., and printed matter, n.e.i.] | Free | Free | Free | | No change (Under new Item 339) | |
| | *Fashion plates; fashion books; books n.e.i.; printed matter, n.e.i.* | | No change (Under former Item 339) | | Free | Free | Free |
| | *ad val.* | Free | Free | 12½% (Under former Item 335) | | | |
| 340 | [(A) (1) Stationery manufactured principally from paper or board, not including goods enumerated in Items 338 (A) and 340 (A) (2) — *ad val.* | 22½% | 45% Primage duty | 50% | | No change (Under new Items 336 (D) (2), 337 (B) and (C) (3)) | |
| | *ad val.* | Exempt | 5% | 10% | | | |
| | (2) Stationery manufactured, n.e.i.; Christmas, New Year, Easter and birthday cards; other greeting cards having pictorial designs thereon; postcards, n.e.i. — *ad val.* | 17½% | 40% Primage duty | 40% | | No change (Under new Item 336 (D) (1)) | |
| | *ad val.* | Exempt | 5% | 10% | 17½% | 40% Primage duty | 45% |
| | *ad val.* | | | | Exempt | 5% | 10% |
| | | | | | | (Under new Items 340 (A) and 340 (C)) | |
| | (B) Books, viz.: account, betting, cheque, copy, copying, drawing, exercise, guard, letter, memorandum, pocket, receipt, sketch, and the like — *ad val.* | 22½% | 52½% Primage duty | 57½% | | No change (Under new Item 337 (C) (2)) | |
| | *ad val.* | Exempt | 5% | 10% | 22½% | 52½% Primage duty | 60% |
| | *ad val.* | | | | Exempt | 5% | 10% |
| | | | | | | (Under new Item 340 (B)) | |
| | (C) Manufactures of paper, n.e.i.; manufactures of board, n.e.i.; paper and board in rolls or reels of less than six inches in width, for which specific provision relating to size and shape is not made elsewhere; paper and board in the form of discs, ovals, small squares and other small shapes not exceeding 144 square inches in area, for which specific provision relating to size and shape is not made elsewhere, for all purposes when not elsewhere dutiable at a higher rate — *ad val.* | 27½% | 50% Primage duty | 50% | 27½% | 50% Primage duty | 60% |
| | *ad val.* | 5% | 10% | 10% | 5% | 10% | 10% |
| | | | | | | (Under new Items 336 (E) (3) (a), (E) (4), (E) (5), 337 (A) (3), (F) (4), 365 (A) (3) and (C)) | |
| | (D) Matrices for stereotyping purposes, 6 square inches or under — each | 9d. | 2s. 0d. | 2s. 0d. | | No change (Under new Item 336 (B) (1)) | |
| | For every square inch over 6 square inches | 1½d. | 4d. Primage duty | 4d. | | No change (Under new Items 340 (D) (1) and (D) (2)) | |
| | When matrices are imported containing more than one design, duty shall be charged on each design as if it were a separate matrix. — *ad val.* | 5% | 10% | 10% | | | |
| | (E) Paper bobbins, cones, pirns, reels, spools and tubes, of the type used in the spinning and weaving industries: (1) Cones — per lb. | 5d. | 7d. | 7d. | | No change (Under new Item 337 (E) (1)) | |
| | (2) Parallel spinning tubes as used in the production or further processing of nylon or acetate yarns — per lb. | 5d. | 7d. | 7d. | | No change (Under new Item 337 (E) (2)) | |
| | (3) Other — per lb. | Free | 2d. | 2d. | | No change (Under new Item 337 (E) (3)) | |
| | (F) Gummed stay cloth in rolls irrespective of width] — *ad val.* | 10% | 30% Primage duty | 30% | 10% | 30% Primage duty | 40% |
| | *ad val.* | 5% | 10% | 10% | 5% | 10% | 10% |
| | | | | | | (Under new Item 486) | |
| | (*A*) *Christmas, New Year, Easter and birthday cards; post cards and other greeting cards having pictorial designs thereon* — *ad val.* | 17½% | 40% Primage duty | 40% | 17½% | 40% Primage duty | 45% |
| | *ad val.* | Exempt | 5% | 10% | Exempt | 5% | 10% |
| | | | (Under former Item 340 (A) (2)) | | | | |

**Australia** (*Continued*)

| Tariff Item | Goods | Former Duties | | | New Duties | | |
|---|---|---|---|---|---|---|---|
| | | British Preferential | Most-Favoured-Nation | General | British Preferential | Most-Favoured-Nation | General |
| | (B) *Cheque books* — *ad val.* | 22½% | 52½% Primage duty | 57½% | 22½% | 52½% Primage duty | 60% |
| | *ad val.* | Exempt (Under | 5% former Item | 10% 340 (B)) | Exempt | 5% | 10% |
| | (C) *Manufactured stationery, n.e.i.* (*i.e. other than of paper or paperboard*); *fittings for loose-leaf binders, for files or for stationery books; letter clips; paper clips; indexing tabs* (*other than of paper or paperboard*) — *ad val.* | 17½% | 40% Primage duty | 40% | 17½% | 40% Primage duty | 45% |
| | *ad val.* | Exempt (Under fo | 5% rmer Item 340 | 10% (A) (2)) | Exempt | 5% | 10% |
| | (D) *Matrices for stereotyping purposes:* (1) *In sizes six square inches or smaller* — *per design per matrice* | | | | 9d. | 2s. 0d. Primage duty | 2s. 0d. |
| | *ad val.* | | | | 5% | 10% | 10% |
| | *each* | 9d. plus, for e | 2s. 0d. very square in | 2s. 0d. ch over 6 | | | |
| | | square inches | | | | | |
| | | 1½d. | 4d. Primage duty | 4d. | | | |
| | *ad val.* | 5% (Underf | 10% ormer Item 340 | 10% (D)) | | | |
| | (2) *Other* — *per design per matrice and, per each square inch by which each and every design exceeds 6 square inches, an additional duty of* | | | | 9d. | 2s. 0d. | 2s. 6d. |
| | | | | | 1½d. | 4d. Primage duty | 4d. |
| | *ad val.* | | | | 5% | 10% | 10% |
| | (E) *Transfers:* (1) *Ceramic, for pottery* — *ad val.* | (Under | No change former Item 3 | 37 (A)) | Free | 7½% | 7½% |
| | (2) *N.e.i.* — *ad val.* | 20% | 45% Primage duty | 45% | 20% | 45% Primage duty | 50% |
| | *ad val.* | 5% (Under | 10% former Item | 10% 337 (B)) | 5% | 10% | 10% |
| 344 | [(C) Charts for manuscript use — *ad val.* | 20% | 35% | 35% | (Under ne | No change w Item 337 ( | F) (3) (a)) |
| | (D) Charts, paper, including chart paper, printed, irrespective of size or shape, as used with scientific or industrial recording instruments] — *ad val.* | 22½% | 50% | 55% | (Under new | No change Item 337 (F) | (3) (b)) |
| 365 | [No item.] (*New item*) *Regenerated cellulose:* (A) *In the form of non-cellular film roll, film sheets or strips, not covered by Item* 460 (*A*) (2): (1) *For use in wrapping fruit, as prescribed by Departmental By-laws* | (Under fo | No change rmer Item 334 | (G) (2)) | Free | Free | Free |
| | (2) (*a*) *Sausage casings* | | (Under Item 90 | No change B)) | Free | Free | Free |
| | (*b*) *Printed or embossed with words, lettering or figures and by reason of such printing or embossing recognizable as suitable for use as a wrapping medium, not covered by sub-paragraph* (*a*) — *per ton* | 9d. per lb. | 1s. 4½d. per lb. | 1s. 4½d. per lb. | £84 | £154 | £160 |
| | *or ad val. whichever rate returns the higher duty* | 22½% | 57½% Primage duty | 62½% | 22½% | 57½% Primage duty | 65% |
| | *ad val.* | Exempt (Under fo | 5% rmer Item 338 | 10% (A) (1)) | Exempt | 5% | 10% |
| | (*c*) *Polyethylene coated, not covered by sub-paragraph* (*a*) *or* (*b*) *or by Item* 368 (*D*) *ad val.* | Free | 7½% | 7½% | 20% | 30% | 35% |
| | | (Under form | er Item 334 ( | G) (1) (c) (2)) | | | |
| | *per lb. and ad val.* | 3d. — | 6d. 12½% Primage duty | 6d. 12½% | | | |
| | | 5% (Under form | 10% er Item 334 ( | 10% G) (1) (c) (1)) | | | |
| | (*d*) *Printed or embossed, not covered by sub-paragraph* (*a*), (*b*) *or* (*c*) — *per ton and ad val.* | 3d. per lb. — | 6d. per lb. 12½% Primage duty | 6d. per lb. 12½% | £28 — | £56 12½% | £60 12½% |
| | *ad val.* | 5% (Under forme | 10% r Item 334 (G | 10% ) (1) (c) (1)) | | | |
| | (3) *In rolls or reels less than 6 inches in width or in sheets not exceeding* 144 *square inches in area, not covered by paragraph* (2) — *ad val.* | 27½% | 50% Primage duty | 50% | 27½% | 50% Primage duty | 60% |
| | *ad val.* | 5% (Under | 10% former Item 3 | 10% 40 (C)) | 5% | 10% | 10% |
| | (4) *N.e.i.* — *ad val.* | (Under form | No change er Item 334 ( | G) (1) (c) (2)) | Free | 7½% | 7½% |
| | (*B*) *Bags:* (1) *Printed or embossed* — *per ton* | 9d. per lb. | 1s. 4½d. per lb. | 1s. 4½d. per lb. | £84 | £154 | £164 |
| | *or ad val. whichever rate returns the higher duty* | 22½% | 57½% Primage duty | 62½% | 22½% | 57½% Primage duty | 65% |
| | *ad val.* | Exempt (Under fo | 5% rmer Item 338 | 10% (A) (1)) | Exempt | 5% | 10% |
| | (2) *N.e.i.* — *per ton* | £22 | £25 | £26 | £22 | £25 | £28 |
| | *or ad val. whichever rate returns the higher duty* | 20% (Under fo | 32½% rmer Item 33 | 35% 4 (G) (3)) | 20% | 32½% | 35% |
| | (C) *Manufactures, n.e.i., of non-cellular regenerated cellulose* — *ad val.* | 27½% | 50% Primage duty | 50% | 27½% | 50% Primage duty | 60% |
| | *ad val.* | 5% (Under | 10% former Item 3 | 10% 40 (C)) | 5% | 10% | 10% |
| 486 | (*New item*) *Textile goods, viz.: Gummed stay cloth* — *ad val.* | 10% | 30% Primage duty | 30% | 10% | 30% Primage duty | 40% |
| | *ad val.* | 5% (Under | 10% former Item 3 | 10% 40 (F)) | 5% | 10% | 10% |

*Note: Specific rates are shown in Australian currency £A125 = £ Sterling 100.*

## Dumping Duty on Paper

IT IS UNDERSTOOD that fine papers and paperboards exported to Australia from Britain have been made the subject of a dumping duty under the Customs Tariff (Dumping and Subsidies) Act 1961.

Inquiries should be addressed to the Commercial Relations and Exports Department, Board of Trade, Horse Guards Avenue, London, S.W.1, quoting reference No. CRE 4480/61.

(*Continued on next page*)

**Australia** (*Continued*)

## Tariff Board Inquiry

THE AUSTRALIAN Minister for Trade has referred to the Tariff Board for inquiry and report the question whether assistance should be accorded the production of:

**(a) Woven cotton or man-made fibre textile fabrics weighing more than 15 ozs. per square yard** (Tariff Items 460(C) (5), 460(C) (6), 464(C)(6) (a), 464(C) (6) (b) (2), 464(C) (7) (c), 465 (C) (5) or 465(C) (6)); and,

**(b) Transmission conveyor or elevator belts or belting except vee belts or vee belting or belts or belting wholly of rubber** (Tariff Items 332(B) (6) or 483(A)).

This reference supersedes the two Tariff Board Inquiries, notice of which was given in the *Board of Trade Journal* of February 1 (page 277), and March 29, 1963 (page 725), and as this new reference is narrower in scope it will not be necessary to postpone the hearings. The Inquiry will therefore be held on the dates proposed for the original references, i.e. June 19, 1963 and July 17, 1963.

Details of the Tariff Items mentioned at (a) are obtainable from Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 468).

Details of the Tariff Items under which the goods mentioned at (b) are dutiable are given below:

| Tariff Item | Goods | British Preferential | Most-Favoured Nation | General |
|---|---|---|---|---|
| 332 | (B) Rubber manufactures and articles wholly or partly of rubber, viz.: | | | |
| | (6) Transmission conveyor or elevator belts or belting of vulcanized rubber or synthetic rubber, including such goods of textile or glass fibre fabrics yarns or threads impregnated, coated, covered or laminated with rubber or synthetic rubber, provided that for the purposes of this paragraph, balata, gutta percha and similar natural gums and factice derived from oils, shall be deemed to be vulcanized rubber whether or not they have been vulcanized: | | | |
| | (a) Conveyor or elevator belts or belting, not being wholly of rubber or synthetic rubber *ad val.* | 27½% | 37½% | 40% |
| | and in addition, a temporary duty of . . *ad val.* | 20% | 20% | 20% |
| | (b) Other . . . *ad val.* | 27½% | 37½% | 40% |
| 483 | Textile goods, viz.: transmission, conveyor or elevator belts or belting of textile material: | | | |
| | (A) Impregnated, coated or laminated with artificial plastic material | | | |
| | (1) Conveyor or elevator belts or belting . . *ad val.* | 27½% | 37½% | 40% |
| | And, in addition, a temporary duty of . . *ad val.* | 20% | 20% | 20% |
| | (2) Other . . *ad val.* | 27½% | 37½% | 40% |

Any inquiries in connection with this notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, Horse Guards Avenue, London, S.W.1, quoting reference No. CRE 5174/63.

## Hints to Businessmen visiting Argentina, Gibraltar and Malta

Revised editions of the booklets on Argentina, Gibraltar and Malta have been published in the series of 'Hints to Businessmen'.

British businessmen who intend visiting those countries on export business can obtain copies of the booklets on application to the Directories and Notices Section, Board of Trade, Room 0348, Horse Guards Avenue, London, S.W.1. (Tel. Trafalgar 8855, Ext. 2928).

## Postal Services to British Guiana

THE GENERAL POST OFFICE announce that mails for British Guiana have been held up since the commencement of the general strike there on April 21. The public are advised not to post correspondence or parcels for air or surface mail for the time being.

## Amendment of Tariff Board Inquiry Announcement

THE TERMS of the Tariff Item 359(D) (3) mentioned in the reference to the Tariff Board of **precision ground ball bearings** published in the *Board of Trade Journal* of April 26 (page 976) should have read as follows:

| Tariff Item | Goods | British Preferential | Most-Favoured-Nation | General |
|---|---|---|---|---|
| 359 | VEHICLE PARTS, viz.: | | | |
| | (D) Vehicle components whether the the Tariff otherwise provides or not (excepting when imported separately: | | | |
| | Lamps covered by Item 181 (D) (1) (b); | | | |
| | Commutators and parts therefor; | | | |
| | Tapered roller bearings and parts therefor. | | | |
| | and excepting the following components whether imported separately or otherwise: | | | |
| | Batteries covered by Item 180 (G) (2); | | | |
| | Cigarette and cigar lighters and parts therefor; | | | |
| | Radio and television receivers and transmitters and parts therefor; | | | |
| | Sparking plugs covered by item 180 (H) and parts therefor; | | | |
| | Tyres and tubes covered by Item 333). | | | |
| | For use as original equipment in the assembly and manufacture of vehicles of the types covered by Item 360 (D) | | | |
| | (3) Other than goods prescribed by Departmental By-laws under paragraph (1), as prescribed by Departmental By-laws . . . *ad val.* | Free | 7½% | 7½% |

# URUGUAY

## Amendments to Import Lists

THE FOLLOWING additions have been made to the Uruguayan Import Lists published in the *Board of Trade Journal* on December 16, 23, and 30, 1960:

| Sub Group | Commodity | Surcharge | C.i.f. Price |
|---|---|---|---|
| | | Per cent. | (Average) |
| 41.069 | Components and spares for refrigerating machines up to ½ h.p. . . . | 60 | U.S.$ 1·70 per kilo |
| 41·174 | Refrigerating machines up to ½ h.p. . | 60 | U.S.$ 1·70 per kilo |

# PERU

## Imports by Mining and Petroleum Industries

PERUVIAN Supreme Decree Nos. 4 and 5 list the items of machinery, equipment, spare parts and materials which may be imported duty free during the year 1963 by the mining and petroleum industries. A copy of the Decrees, in Spanish, may be seen at the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 476).

# MEXICO

## Import Licensing

A DECREE published in the Mexican *Diario Official* on, and effective from, April 9, 1963, made the following goods subject to prior import licence.

| Tariff No. | Description |
|---|---|
| 735,00.00 | Telephones for external communication |

# ARGENTINA

## Import of Books

THE FIVE per cent. additional surcharge on all imports imposed by Argentine Decree No. 11452, see *Board of Trade Journal* of November 9, 1962, page 977 has been removed as from November 1, 1962, from books, magazines, newspapers, printed matter and scientific and literary periodicals which are cleared through customs free of duty, by Decree No. 2664 of April 9, 1963.

**Argentina** (*Continued*)

## Modification to Import Lists

ARGENTINE Government Decrees Nos. 857 and 858 of January 31 add the following items to the lists attached to Decree No. 5439/59, see *Board of Trade Journal* of May 29, 1959, page 1278:

| Tariff No. | Item | List No. |
|---|---|---|
| **Decree No. 857** | | |
| 4506 | Aqueous solution containing starch hydrolysates, small quantities of mineral acids and a dye | 5 |
| 4556 | Aqueous emulsion containing polyethylene, condensation products of fatty amines with fatty acids and a dispersing agent of the alkylaryl polyoxyethylene glycol ether type ('Polyac') | 5 |
| 4280 | Hydroxyzine | 2 |
| 4556 | Ditophal | 2 |
| 4774 bis | Solution of a phthalic polyester resin in styrene ('Setarol 3120') | 5 |
| 4744 bis | Paste composed of silicone and polyester resin and a small quantity of a cobalt salt dispersed in styrene ('Setarol SD-40') | 5 |
| 4852 | Powder composed of sodium carbonate 48·3%, sodium hydrogen carbonate 38·0% and water ('Crex') | 5 |
| 4882 | Liquid with the properties of an aqueous solution of a methylolalkylene-urea (di(hydroxymethyl)ethyleneurea) ('Calaroc EU') | 4 |
| 4784 | Paint pigment composed principally of basic lead chromate ('Pure Scarlet Chrome LMS Powder') | 5 |
| 4744 bis | Solution of a phthalic polyester resin in styrene ('Setarol 3010') | 5 |
| 4315 | Powder with the properties of di-(*m*-hydrazinosulphonylphenyl) sulphone ('Porofor D-33') | 2 |
| 4280 | 5-(2-Diethylaminoethyl)-3-phenyl-1, 2, 4-oxadiazole phosphate | 2 |
| 4280 | 5-(2-Diethylaminoethyl)-3-phenyl-1, 2, 4-oxadiazole citrate | 2 |
| 4280 | Fluocinolone acetonide | 2 |
| 4280 | 3-Amino-6-chloropyridazine | 2 |
| 4280 | 3, 6-Dichloropyridazine | 2 |
| 4764 | Natural micaceous iron oxide | 5 |
| **Decree No. 858** | | |
| 4744 bis | Polycarbonate resin in cylindrical pieces ('Lexan') | 3 |
| 4280 | 6α-Chloro-17α, 21-dihydroxypregna-1, 4-diene-3, 11, 20-trione 21-acetate | 2 |
| 4556 | Liquid composed predominantly of an anionic organic sulphonate, an alkylaryl polyoxyethylene glycol ether and an organic solvent ('Triton X-172') | 5 |
| 4607 | Dark grey powder containing 73·2% graphite, mixed with aluminium oxide, iron oxide, silica, water and an organic substance of resinous character ('Foseco') | 5 |
| 4242 | Liquid composed of cottonseed oil dissolved in petroleum hydro-carbons and a small quantity of a polyoxyethylenesorbitan emulsifier ('Atpet 277') | 5 |
| 4288 | Aqueous solution containing formaldehyde and an unidentified carbohydrate (14·7%) ('Brightener TRSO') | 5 |
| 5255 | Sheet, red-violet in colour on one side and blue-grey on the other, consisting of a cellulose acetate butyrate film coated on one side with a composition of protein material and an aniline dye (Photo-sensitive material in rolls, with a cellulose acetate butyrate base) (Photomechanical film in rolls for 'Chemco' machine) | 3 |
| 4366 | Liquid consisting of a synthetic thermoplastic material, acetic esters and an artificial organic dye ('Black leather lacquer EM') | 5 |
| 4849 | Reddish brown powder composed of sodium tetraborate 54·8%, sodium fluoride 5·2%, ferric oxide 2·2%, and water 36·5% ('Dycastal 1') | 5 |
| 4849 | Reddish brown powder composed of 70·9% sodium fluoride and the rest calcium and magnesium carbonates, oxides of iron and water ('Eliminal 2') | 5 |
| 4744 bis | Solution of a phthalic polyester resin in styrene ('Setarol 3000') | 5 |
| 4280 | Oestriol | 2 |
| 4280 | Rescinnamine | 2 |
| 4280 | Lynestrenol | 2 |
| 4744 bis | 'Panarez' resin G-210 | 3 |
| 4280 | Clorhidrato de trimetiloximesitilmetildihidromiazol o clorhidrato de (1.trimetil-2. hidroxi-4.metildihidroimidazol)-mesi tileno (H.990). (Given in the Spanish as this chemical cannot be identified) | 2 |
| 5223 | Filtering plates ('placas'), composed of asbestos 23%, and cellulose and finely divided carbon powder | 4 |
| 4844 | Antibiotic powder obtained from a strain of streptomyces closely related to *Streptomyces virginiae* ('Staphylomycin') | 2 |

# ECUADOR

## Import Control

THE BRITISH Embassy in Quito have reported that the Ecuadorean Import Lists have been amended as follows:

*List II* (*Luxuries*)

| Item No. | Description |
|---|---|
| 148 | Preparations for soups and broths, with a base of vegetable substances; sauces and similar condiments:<br>(a) Dry preparations for soups and broths, with a base of vegetable substances. |

### Hardware Trade Directory

'Benn's Hardware Directory', a new directory covering the whole of hardware trade, has been published by Benn Bros. Ltd., 154, Fleet Street, London, E.C.4. Price 50s. (plus 5s. postage and packing).

# COLOMBIA

## Status of Representative Agents

THE COMMERCIAL DEPARTMENT of the British Embassy at Bogota have reported that Decree No. 467 dated March 9, 1963, regarding the status of representative agents, has been issued by the Colombian authorities.

The Decree aims to provide more protection for local agents, some of whom have had their agencies cancelled by their principals just as a contract for which they have been working is on the point of signature. Another object is to establish a 'credential' for agents which will be universally recognized in Colombia by institutions making calls for tender; at present many of these have special requirement, which means that agents have had to produce separate credentials to each institution. A translation of the Decree No. 467 reads as follows:—

**Article 1.** Representative Agents of national or foreign firms are those individuals or juridical persons legally authorized to carry out trade, who take charge of the handling of one or more legal business transactions in the national territory by virtue of a commercial mandate.

**Additional Clause.** In order to be able to carry out activities as the legal representative of national or foreign firms, every Representative Agent, irrespective of nationality, shall register with the Public Registry of Commerce at the Chamber of Commerce of his or its place of business.

**Article 2.** As evidence of his qualification to act as Representative Agent for a national or foreign firm, the interested party shall submit a certificate issued by the Chamber of Commerce of his or its place of business, stating his or its qualification as such.

The Chamber of Commerce shall issue these certificates on the basis of the registrations made by the interested parties of authentic credentials issued by the respective firms.

In the case of Representative Agents for foreign firms, the credentials from the principal require to be authenticated by a Colombian Consul in the country of origin of the respective firm, for registration with the Chamber of Commerce. Where there is no Colombian Consul, a friendly country's shall be accepted with the corresponding official authentications and translations, if applicable, by the Ministry of Foreign Relations.

In the case of Representative Agents of commercial firms with a place of business in the country, the principal's credential shall be aut' enticated by a Notary Public, for registration with the Chamber of Commerce. The Notary shall demand evidence of the legal establishment of the firm in question and of the representation of the person acting on its behalf if applicable; express written evidence of this fact shall be included in each document upon authenticating same.

The Chambers of Commerce shall open a special book for the registration of credentials.

**Additional Clause 1.** The credential shall state the Representative Agent's capacity, the areas of the national territory where he is to carry out distribution or sale, and the goods, products, lines or services with which he is concerned.

**Additional Clause 2.** A credential shall be considered valid as long as it has not been revoked or replaced under the terms of this Decree.

**Article 3.** The contracts through which foreign firms execute the sales representation of their products in the country, shall be governed by Colombian law.

**Article 4.** When a national or foreign firm decides to renew or modify its commercial mandate, it shall give 90 days' notice to the Representative Agent. Renewal or modification shall be recorded in a document to be registered with the Chamber of Commerce at the place of business of the Representative Agent, and shall contain all formal requirements established in Article 2 of this Decree for the registration of credentials.

The term of 90 days mentioned above shall commence from the date the document of revocation or modification of the commercial mandate is registered with the Chamber of Commerce.

**Article 5.** In the case of differences of opinion between the agent and the principal, they shall have recourse to the good offices of the Colombian Federation of Representative Agents or of the respective Chamber of Commerce, without prejudice to the acceptance of the arbitration provisions established by the law.

**Article 6.** When calls for tender are made by official or semi-official agencies of a national character, a certificate from the respective Chamber of Commerce shall be required, stating that the Representative Agent participating in the bidding is duly registered in accordance with this Decree.

**Article 7.** A term of one hundred and eighty (180) days as from the date this Decree shall be in force, is hereby established within which both principals and agents must fulfil all the requirements herein established.

**Article 8.** This Decree shall be in force as from the date of its issue. Issued in Bogotá, D.E. on March 9, 1963.

# BRAZIL

## Exchange Controls Amended

THE FOLLOWING are the main amendments made to existing exchange control regulations in Brazil by Instruction No. 239 of the Brazilian Superintendency of Money and Credit, dated April 22, 1963.

(I) The Exchange Department of the Bank of Brazil is authorized to increase the rates of exchange to Cr. 600 per United States dollar (Buying) and up to Cr. 620 per United States dollar (Selling)—or the equivalent in other currencies—compared with the former Cr. 460 and Cr. 475 to the United States dollar Buying and Selling rates.

(II) The contribution quota on exports of 1962/63 crop coffee is raised to United States $26 per bag and contributions for exports from the 1961/62 crop will be maintained at the same level.

(III) The contribution quota on exports of cocoa beans and cocoa paste is increased to 20 per cent., and exports of other cocoa products will be subject to a contribution of 8 per cent.

(IV) Exports of cotton will be subject to a contribution quota of Cr. 40 per United States dollar or equivalent.

(v) The prior import deposit paid to the Bank of Brazil will be reduced to 60 per cent. provided the depositor is prepared to accept a refund of the deposit within thirty days in the form of Brazilian Treasury Bonds. Otherwise deposits will remain at 80 per cent. and the retention period will be increased to 240 days.

# CHILE

## Amendments to Import List

THE FOLLOWING amendments should be made to Chile's List of Permitted and Prohibited Imports. The List was published in the *Board of Trade Journal* of July 6, 1962, page 50, and amendments have appeared frequently in subsequent issues.

| Section | Group | Item | Percentage of Tax Surcharge | Deposit Category |
|---|---|---|---|---|
| II | 30 | Raw sugar (NOTE: 'a' is a new category of prior deposit, denoting 5% of the c.i.f. value.) | 0·1 | a |
| VIII | 37 | Rubber yarns | 30 | B |
| | 46 | Polyvalent vaccine virus type A and B influenza | Not known | A |
| X | 54 | Carbon steel for tools | 10 | A |
| | | Special steels in all forms | 10 | A |
| | | Special steels for springs | 10 | A |
| | | Special steel ribbon of less than 0·15 mm. thickness for making razor blades | 5 | A |
| | | Strips, sheets, rods and sections of stainless steel | 5 | A |
| | | Angles of unequal sides | 10 | A |
| | | Laminated sections H, I, T, U and Z | 10 | A |
| | | Plates of more than 25 mm. thickness | 5 | A |
| | | Boiler plates | 10 | A |
| | 57 & 58 | Metal razors | 20 | B |
| XIII | 75 | Cellulose bands for hermetic sealing | 50 | B |
| | 79 | Ribbons, wires and unused discs for sound recording | 50 | B |
| | | Spare parts for musical instruments | 50 | B |

# BARBADOS

## Exemption from Import Duty

THE BOARD OF TRADE have received a copy of an Order which amends the Second Schedule of the Barbados Customs Tariff Act 1921 (Table of Exemptions from Import Duty) by inserting immediately after the paragraph beginning with the words 'Machinery equipment and apparatus' and ending with the words 'Resident Architect' the following new paragraph:

> Materials and ingredients which are proved to the satisfaction of the Comptroller of Customs to have been imported by or on behalf of a person or company in this Island engaged in the manufacture of medicinal and pharmaceutical products in a factory employing not less than six persons, on the certificate of such person, or in the case of a company, on the certificate of the Secretary of such company, that such materials are imported for use exclusively in the manufacture of medicinal and pharmaceutical products within such factory, subject to and in accordance with the conditions specified in the Customs Duties (Materials and ingredients for the manufacture of Medicinal and Pharmaceutical Products) Order, 1963.

Inquiries about the above notice should be addressed to the Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 471).

# BRITISH GUIANA

## Customs Tariff Amendments

THE CUSTOMS DUTIES (Amendment) (No. 3) Order, 1963, amends Part 1 of the First Schedule to the British Guiana Customs Tariff by the deletion of the letters, figures and symbols Lb. 04. $1.00 per cwt. $2.95 per cwt. appearing against item 031-01 and the insertion after that item of the following:

| Item No. | Commodity | Units of Quantity | | | | Rates of Import Duty | |
|---|---|---|---|---|---|---|---|
| | | First Unit | Code No. | Second Unit | Code No. | Preferential tariff | General Tariff |
| 031-01.1 | Aquarium fish | — | — | — | — | 5% | 10% |
| 031-01.2 | Other | lb. | 04 | — | — | $1.00 cwt. | $2.93 cwt. |

Inquiries about the above notice should be addressed to the Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35, Old Bailey, London, E.C.4. (Tel: City 5757 Ext. 471).

# JAMAICA

## Import Licensing Arrangements

THE LIST of exceptions to the Jamaica Open General Licence (see *Board of Trade Journal*, April 28, 1961, page 1044) is further amended by the deletion of item 48 and the substitution of:

48. Television Receivers and Picture Tubes (Cathode Ray Tubes)

Inquiries about the above notice should be addressed to the Export Services Branch, Tariff Section, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 471).

# UNITED STATES

## Specifications for Hydraulic Brake Fluids

A NOTICE was published in the *Board of Trade Journal* of January 18, 1963 (page 170) about interim specifications for hydraulic brake fluids for use in motor vehicles, which came into force in the United States on March 1, 1963, and will expire on March 1, 1964. It was announced that the interim specifications were to be replaced by revised requirements, on which comments were invited.

Modified requirements have now been published, and the Department of Commerce is prepared to consider comments and suggestions on them submitted by May 23, 1963. When adopted, they will be optional until March 1, 1964, but will be mandatory after that date (when the interim specifications expire).

Copies of the modified specifications as proposed may be seen at Export Services Branch (Tariff Section), Board of Trade, Room E.47, Hillgate House, 35, Old Bailey, London, E.C.4.

## Tariff Rate Quota for Tuna Fish

THE UNITED STATES Bureau of Customs has announced that the tariff rate quota for tuna fish classifiable under paragraph 718(b) of the Tariff Act has been fixed at 63,130,642 lb., for the calendar year 1963. Imports within this quantity will be subject to duty at the rate of 12½ per cent. *ad valorem*. Imports in excess of the quota will be dutiable at 25 per cent. *ad valorem*.

(*Continued on next page*)

**United States** (*Continued*)

## Hearing on New Tariff Provisions

A NOTICE in the *Board of Trade Journal* of May 3, page 1047 announced that the United States Tariff Commission had issued the sixth supplemental Report in proposed form of changes in certain provisions of the new tariff schedules. The items for which changes are proposed are listed below.

Confectioners' coatings and other products containing cocoa and/or chocolate and vegetable fats. Fish scales, crude. Carbonized wool and hair. Noils and other waste, of silk. Yarns and articles of yarns, of paper, tinsel wire or lame. Lace and lace furnishings made on a Leavers machine. Cotton tablecloths and napkins and certain other cotton furnishings. Machinery belts. Sulphur dioxide, sulfonated poly-alcohols, triols and tetrols, meso-inositol hexanicotinate, fatty alcohols. Concrete floor and wall tiles. Asbestos articles n.s.p.f. Small glass cubes, chippings etc., glass envelopes. Abrasive wheels. Porcelain machinery parts. Ordinary glass weighing over 16 ozs. but not over 28 ozs. per sq. ft., toughened and laminated glass. Drive pins, brads, nails. Refrigerators. Calculating machines. Portable electric lamps. Wood footwear. Eyeglass frames. Echo-sounding and ultra-sonic sounding or detecting instruments. Photographic film viewers, titlers, splicers and editors. Hospital, dental etc. furniture. Furniture of unspun fibrous vegetable materials. Shotgun barrels. Jewellery. Parts of toys. Textile luggage, handbags, flat goods. Certain leather bags, baskets etc. Military insignia. Embossing and stamping materials. Plied silk yarns. Samples of cotton. Butter substitutes.

The date of the public hearing is May 13, and for written submissions to the Tariff Commission May 17.

A copy of the proposed Sixth Supplemental Report may be seen at Export Services Branch (Tariff Section), Board of Trade, Room E.47, Hillgate House, 35, Old Bailey, London, E.C.4. Inquiries about this notice may, however, be addressed to Commercial Relations and Exports Department (United States Branch), Board of Trade, Horse Guards Avenue, London, S.W.1. (Tel. Trafalgar 8855, Ext. 2856).

## Marking of Drums and Metal Candlesticks

THE UNITED STATES Treasury Decision 55855, published on March 21, 1963, gives details of the methods by which the country of origin should be marked on imported drums and metal candlesticks.

The country of origin should be marked on drums entered after June 12, 1963, by diesinking, engraving, by means of metal tags or nameplates securely attached to the drums, or by any other equally permanent method which will result in a legible and conspicuous marking, but not by means of paper sticker labels. If there is any additional marking on the drums that might suggest a different place of manufacture, the country of origin should be preceded by the words 'Made in . . .' and should appear near to the other marking.

Metal candlesticks entered after March 31, 1963, have been subject to the requirement that they be legibly and conspicuously marked to show the country of origin by diestamping, cast-in-the-mould lettering, etching, engraving or other equally permanent method, but not by means of paper sticker labels.

Inquiries about this notice should be addressed to Export Services Branch (Tariff Section), Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 457).

## B.O.T. Departments, Overseas Officers and Commercial Inquiry Officers

| | *Last published in* Board of Trade Journal |
|---|---|
| British Commercial Representatives Overseas | 29 Mar. 1963 |
| Board of Trade Departments . . . | 3 Aug. 1962 |
| Board of Trade, Regional Organization . | 3 May 1963 |
| E.C.G.D. Local Offices . . . . . | 3 May 1963 |
| British and Commonwealth Chambers of Commerce and other British Business Organizations Overseas . . . . . | 1 Feb. 1963 |
| U.S. Consular Offices in the U.K. . . | 21 July 1961 |

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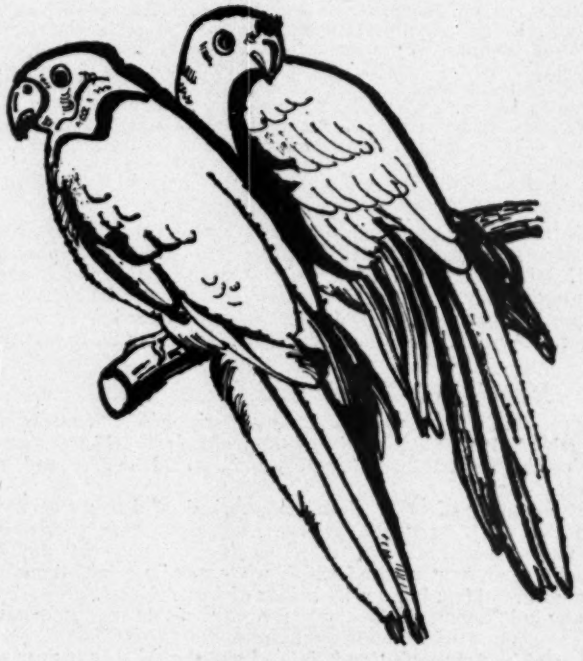

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# CANADA

## Tariff Board Hearing on Machinery and Apparatus used by the Printing Industry

THE CANADIAN TARIFF BOARD have been directed by the Minister of Finance to make a study of those tariff items, listed below, which relate to machinery and apparatus used by the printing industry. The Tariff Board's study will include tariff item 346b in so far as it relates to zinc strip or sheet for the production of printing plates, and other tariff items in so far as they relate to strip, sheet or plates, processed or not, for the production of printing plates. The Tariff Board may also include in its study any other items in so far as it considers them relevant to the inquiry.

If the Tariff Board's study should indicate that amendments to the Canadian Customs Tariff are desirable they are asked to prepare a revised item or schedule of items with recommendations as to rates of Customs duties.

Notification as to dates and places of public sittings will be given in the *Board of Trade Journal* as soon as the information is received. Anyone wishing to be notified of these direct from the Tariff Board, and who is not on their mailing list, should communicate with the Secretary of the Tariff Board, 70-74, Elgin Street, Ottawa 4. No written submissions on the subject matter of the Hearing should be made to the Tariff Board until dates of Sittings are announced and directions are given for the filing of proposals and briefs.

Where United Kingdom trade organizations are thought to be interested in this reference they are being informed and it is suggested that any British firm desiring to make representations to the Canadian Tariff Board and belonging to a trade association should get in touch with that body in the first instance. Firms proposing to make independent representations to the Tariff Board and desiring further information should address their inquiries to the Commercial Relations and Export Department (Canada Branch), Board of Trade, Horse Guards Avenue, London, S.W.1, quoting reference C.R.E. 4700/63. (Tel. Trafalgar 8855, Ext. 7838). The full text of the tariff items to be considered is:

| Tariff Item | Description | B.P. | M.F.N. |
|---|---|---|---|
| 302 | Lithographic stones, not engraved | Free | 15% |
| 340 | Type for printing, including chases, quoins and slugs, of all kinds | 7½% | 17½% |
| 341 | Babbit metal and type metal, in blocks, bars, plates and sheets | 10% | 20% |
| *346 b | Zinc rods; zinc shapes other than flat-rolled; zinc strip or sheet, ungrained, whether or not ground, for making offset plates for lithographing; zinc strip or sheet, not planished, ground or polished, coated on one side with acid-resisting material, to be prepared for use in photo-engraving; all the foregoing if containing not more than 10% by weight of other metal or metals | Free | Free |
| 412 | Printing presses, of a class or kind not made in Canada, for use in the printing of newspapers, telephone directories or periodical publications which, if imported, would qualify for entry under tariff item 184 a, and parts thereof, not to include saws, knives and motive power; mechanical deliveries or conveyors, and parts thereof, for use with the foregoing printing presses | Free | Free |
| 412 a | Machinery and apparatus, n.o.p., viz.: Gun and mould apparatus for making press rollers; Machines and apparatus for making electrotypes and stereotypes; Engraving machines and apparatus, including photo-engraving apparatus, and other plate-making apparatus, used in the manufacture of printing plates of all kinds; Machines and apparatus for graining metal plates; Machines and apparatus for sensitizing, grinding or polishing metal plates; Machines and apparatus including cameras and camera equipment, lens, prisms, camera and printing lamps, screens, and vacuum frames, for transferring by photographic processes, or direct, to plates or rolls for use in lithography, rotogravure and printing; Shading apparatus; Machines and apparatus for addressing and/or wrapping newspapers, magazines, periodicals, pamphlets and catalogues; Machines and apparatus for embossing or stamping or producing embossed or engraved effects, bookbinding, looping, stitching, sewing, gathering, inserting, bronzing, dusting, creasing, scoring, cutting, perforating, drilling, punching, slitting, rewinding, glueing, pasting, gumming, waxing, varnishing, carbon coating, patching, numbering, ruling, jogging, sheet piling, tying, bundling, tube-making, metal mounting, eye-letting, staying or stripping, reinforcing and box-covering; Parts of the foregoing not to include saws, knives and motive power; All the foregoing, when for use exclusively by, and in their capacities as printers, lithographers, bookbinders, manufacturers of stereotypes, electrotypes and printing plates or rolls, paper or foil converters, or by manufacturers of articles made from paper, cardboard or foil | Free | Free |
| 412 b | Flat bed cylinder printing presses, to print sheets of a size 25 by 38 inches or larger, and complete parts thereof; machines designed to fold or sheet-feed paper or cardboard, and complete parts thereof | Free | 10% |
| 412 c | Typecasting and typesetting machines and parts thereof for use in printing offices | Free | Free |
| 412 d | Offset presses; lithographic presses; printing presses and type-making accessories therefor, n.o.p.; complete parts of the foregoing, not to include saws, knives and motive power | Free | 10% |
| 412 e | Articles and materials which enter into the construction and form part of the machines and apparatus provided for in tariff item 412 a, when imported by manufacturers of such machines, apparatus and parts thereof, for use exclusively in the manufacture of such goods in their own factories under such regulations as the Minister may prescribe | Free | Free |
| 472 | Plates, rolls and cylinders engraved on wood, or on steel or other metal, and transfers taken from same, n.o.p.; engravers' plates, rolls and cylinders of steel or metal, polished or otherwise processed, for engraving thereon or for transferring thereto from engraved plates | 10% | 15% |
| 473 | Plates for printing in two or more colours, including electrotypes, nickeltypes and all engravings on steel or other metal, for use exclusively in printing n.o.p. | Free | 15% |
| 473 a | Printing plates of all kinds for periodical publications enjoying second-class mailing privileges, the pages of which are regularly bound, wire-stitched or otherwise fastened together, and matrices, metal bases and copper shells therefor, but not to include printing plates and other articles covered by tariff item 475 | Free | Free |
| 474 | Stereotypes, electrotypes and celluloids, for almanacs, calendars, illustrated pamphlets, newspaper or other advertisements, n.o.p.; and matrices or copper shells for such stereotypes, electrotypes and celluloids per square inch | 1 ct. | 1 ct. |
| 475 | Stereotypes, electrotypes, rubber plates and celluloids for books, and bases and matrices and copper shells for such printing plates; positive and negative films of periodical publications regularly issued at stated intervals as frequently as, at least, four times a year, not including catalogues | Free | Free |
| 475 a | Stereotypes, electrotypes, celluloids and bases for the same, composed wholly or in part of metal or celluloid, n.o.p., and copper shells for such stereotypes, electrotypes and celluloids per square inch | ½ ct. | ½ ct. |
| 475 b | Matrices for stereotypes, electrotypes and celluloids described in item 475 a per square inch | Free | ½ ct. |
| 475 c | Plates and electrotypes of metal and positive and negative films, for printing music | Free | Free |
| 475 d | Printing plates, n.o.p., whether for printing or lithographing, and transfers taken from same, and positive and negative films, for use exclusively in the production of books which are included in the curriculum of any university, college or school in Canada, for use as text books or as works of reference, not to include dictionaries | Free | Free |
| 475 e | Matrices of non-advertising news pictures for reproduction in newspapers and periodical publications enjoying second-class mailing privileges | Free | Free |
| 534 b | Press blankets or blanketing for use with printing presses and stereotypers' and typecasters' blankets or blanketing, of a class or kind not made in Canada | Free | 5% |
| 660 | Moulding material consisting of a mixture of synthetic rubber and wax with a backing of aluminium not exceeding ·006 inch in thickness, for use by electrotypers in the manufacture of electrotypes | Free | 7½% |
| 660 a | Synthetic resin or cellulose plastic sheets or plates, coated or not, with or without turned edges, for the production of engravings for use by printers | Free | 7½% |
| 660 b | Plates, carved or not, consisting of a layer of cellulose plastic composition and metal, coated or not, for the production of printing plates | 7½% | 7½% |

Notes:
(1) *The study will cover tariff item 346 b insofar as it relates to zinc strip or sheet for the production of printing plates.
2) n.o.p. means not otherwise provided for.

(*Continued on page* 1111)

## National Productivity Year—let Martins Bank help you

As one of Britain's leading banks we have a special responsibility in helping to make Productivity Year a success. Customers striving to increase their productive efficiency or expand their sales or services can count on every possible assistance from us.

Expert advice on trading conditions in any part of the world can be obtained from our Information Department through any of our 600 branches.

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**Canada** (*Continued*)

## 'Made in Canada' Rulings

THE FOLLOWING rulings have been made for Canadian Customs purposes:

Of 'a class or kind made in Canada':

The following papers chemically prepared for photographers' use:
Contact papers
Projection or enlarging papers
Photo finishing papers
Negative to Positive colour papers.

Portable crushing and screening plants having a jaw crusher with feed opening in excess of 300 sq. inches, up to and including 360 sq. inches, a roll crusher, screens, together with necessary conveyors, feeders, etc., all mounted on a common base.

**Note**: Portable crushing and screening plants as described above having jaw crushers with feed openings up to and including 300 sq. inches have previously been ruled of a class or kind made in Canada.

(Rulings effective June 3, 1963.)

The above information is contained in Canadian Department of National Revenue Memoranda Series D51-24-1 and D51-7-1 dated May 1, 1963.

# SPAIN

## Foreign Capital Investment

BY A DECREE published in the State Gazette of April 19, the Spanish authorities will now allow foreign participation without limit in the following industries:—

Iron and steel and non-ferrous metals.
Cement.
Building prefabrication.
Textiles.
Foodstuffs.
Tanning and footwear.
Graphic arts.
Machine tools.
Textile, chemical, electrical and agricultural machinery.
Basic acids.
Inorganic salts.
Electrochemicals.
Products derived from actual resins.
Synthetic resins and plastics.
Electronics.
Refrigeration.
Auxiliary agricultural industries.
Preservation, handling and exploitation of agricultural, cattle and forestry products.
Animal foodstuffs.
Hotel construction and exploitation.

The only formality to be completed in investments in the freed industries is the registration of the investment with the Statistics Office of the Ministry of Commerce. In all industries not included in the above list, foreign participation up to 50 per cent. is permitted. If the foreign participation is to exceed 50 per cent. previous authorization of the Council of Ministers is required.

There is an official Spanish information office for answering inquiries about the foreign investment laws; the address is: *Servicios de Informacion, Presidencia del Gobierno, Alcala Galiano* 10, *Madrid*, 4.

# IRISH REPUBLIC

## Suspension of Duty on Some Iron and Steel Products Continued

THE IRISH REPUBLIC Revenue Commissioners announce that the Governments have made an Order entitled the Imposition of Duties (Iron and Steel Products) (Amendment) Order, 1963.

The effect of the Order is to extend until July 31, 1963, the suspension of the customs duties on certain iron and steel products at Tariff Heading Nos. 73.10, 73.11, and 73.13, in so far as they apply to iron or steel bars, rods, angles, shapes, section, sheets and plates of certain sizes. (See *Board of Trade Journal* of February 15, 1963, page 419).

# THE NETHERLANDS

## Import Duty Tariff Quotas

A NETHERLANDS Ministerial Order No. D3/2569 of March 29, 1963 ('Nederlandse Staatscourant' No. 63 of March 29), contains additions (reproduced below) to the List of goods to be admitted free of import duty up to an annual quota specified against each item when imported from *non-EEC* countries. Goods imported under the terms of this Order may *not* be re-exported from The Netherlands before they have undergone some form of further manufacture or treatment.

Cleaning, sifting, washing, dyeing, bottling, packing in bags, affixing labels, etc., will not be regarded as having been further manufactured or treated.

**Additions**

| Tariff No. | Description of Goods | Annual Quota (Quantity Metric tons) | |
|---|---|---|---|
| | | Old (Prior to January 1, 1963) | New (From January 1, 1963) |
| 08.02 A I a } 08.02 A II a } | Seville oranges | 110 | 110 |
| 45.01 | Natural cork, unworked, crushed, granulated or ground; waste cork | 10,000 | 10,000 |

A previous notice on the Netherland Import Duty Tariff quotas was published in the *Board of Trade Journal* of May 3 page 1,049.

## Export Opportunities for U.K. Traders

**Details of inquiries for United Kingdom products by overseas buyers, contracts open for tender, and agents wishing to represent United Kingdom firms, are published each week in the *Board of Trade Journal* under the heading 'Information for United Kingdom Exporters'. Fuller information is also provided in the *Export Service Bulletin*, which is published three times a week, with a weekly supplement, by the Export Services Branch of the Board of Trade.**

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# FRANCE

## Modification to French Customs Tariff

THE FRENCH *Journal Officiel* of May 2, 1963, published a decree modifying the French Customs Tariff. The following items have been amended to read:

| Tariff No. | Description | Rate of Duty |
|---|---|---|
| 37-03 | Sensitized paper, paperboard and cloth, unexposed or exposed but not developed: | |
| | A. For monochromic images: | |
| | II. Other – heliographic paper | 20·8 |
| 73-17 | Tubes and pipes of cast iron | 14 |
| 73-32 | Bolts and nuts (including bolt ends and screw studs), whether or not threaded or tapped, and screws (including screw hooks and screw rings), of iron or steel; rivets, cotters, cotter-pins, washers and spring washers, of iron or steel: | |
| | B. Threaded: | |
| | I. Screws and nuts, mass-produced, of a thickness of shank, or of a hole diameter not exceeding 6 mm.: | |
| | a. With wood-cutting thread or self-tapping (Parker) thread | 13·4 |
| 82-03 | Hand tools: pliers (including cutting pliers), pincers, tweezers, tinmen's snips, bolt croppers and the like; perforating punches; pipe cutters; spanners and wrenches, files and rasps: | |
| | B. Other: | |
| | II. Other | 14·4 |
| 82·11 | Razors and razor blades (including razor blade blanks in strips) metallic parts of safety razors: | |
| | B. Blades and cutting plates: | |
| | I. Safety-razor blades: | |
| | b. Finished | 15·6 |
| 84-22 | Lifting, handling, loading or unloading machinery, telphers and conveyors, not being machinery falling within heading No. 84-23: | |
| | C. Other: | |
| | I. Lifts, skip hoists and the like: | |
| | a. Electrically operated, weighing each: | |
| | 1. More than 5,000 kg. | 12·6 |
| | 2. 2,000 kg. exclusive to 5,000 kg. inclusive | 13·8 |
| | 3. 2,000 kg. or less | 14·6 |
| 84-58 | Automatic vending machines, not being games of chance or skill | 14 |
| 84-61 | Taps, cocks, valves and similar appliances, for pipes, boiler shells, tanks, vats and the like, including pressure reducing valves and thermostatically controlled valves: | |
| | B. Other: | |
| | II. Non-automatic: | |
| | a. Of cast iron, iron or non-stainless steel, rough, painted or varnished, but not covered with metal or other materials, with or without rings, seatings, washers or nuts of other base metals | 14·8 (1) |
| 84-62 | Ball, rolled or needle roller bearings: | |
| | A. Bearings: | |
| | I. Ball bearings | 19·8 (2) |
| | II. Other | 19·8 (2) |
| | B. Parts: | |
| | I. Rings, rough: | |
| | (b) Other | 18·6 (2) |
| | II. Other | 19·8 (2) |
| 85-20 | Electric filament lamps and electric discharge lamps; arc-lamps; electrically ignited photographic flash-bulbs: | |
| | A. Filament lamps | 14·4 |
| 90-20 | Apparatus based on the use of X-rays or of the radiations from radioactive substances: | |
| | A. Apparatus based on the use of X-rays | 15·6 |
| | B. Apparatus based on the use of the radiations from radioactive substances | 15·6 |
| | C. Subsidiary appliances and parts of the above apparatus: | |
| | I. X-ray tubes | 15·6 |
| | II. X-ray screens | 15·6 |
| | III. Other | 15·6 |
| 90-26 | Gas, liquid and electricity supply or production meters; calibrating meters therefore: | |
| | A. Gas meters | 16 (3) |
| | B. Liquid meters | 16 (3) |
| | C. Electricity meters | 17·2 |

(1) When intended for the maintenance and repair of aerial navigational equipment taps, cocks and the like in heading 84-61 B are subject to the reduced rate of 3·9 per cent.
(2) When intended for the maintenance and repairs of aerial navigational equipment bearings are subject to the reduced rate of 4·4 per cent.
(3) When destined for the maintenance and repair of aerial navigational equipment, gas and liquid meters are subject to the reduced rate of 3·6 per cent.

The French text of the notice may be seen at the Export Services Branch, Board of Trade, Room E.38, Hillgate House, 35 Old Bailey, E.C.4.

## Imports of Goods from Britain under Negotiated Quotas

THE NOTICE published in the *Board of Trade Journal* of May 3, 1963, pages 1048 and 1049, under 'France', should be amended as follows:

| Quota No. | De cription | Tariff Nos. |
|---|---|---|
| 37 | Radio components, including valves and tubes | 85-15 C II a, 85-21 C, 85-21 E I. |

Certain conditions apply to the import of goods falling within quotas 7 and 12. Applications must be accompanied by a proforma invoice in triplicate, in French, or bearing a French translation, dated, with the signature and stamp of the exporter. An indication must be given, in French, of the complete composition analysis (showing, in particular, the exact nature of any colouring matter, with reference to the index or to Schultz, of any flavouring matter and of any chemical products), giving percentage details, of each proposed product, and should be shown on the proforma invoice.

Samples of each product to be imported should be supplied in duplicate to the appropriate Ministere Technique. These should be supplied in the form in which they will be offered for retail sale, weigh not less than 250 grammes and should bear the registered number of the import licence application.

Importers who have submitted samples previously for which import licences were issued need not do so again for the same type of product, but should quote the registration numbers of their previous licences.

The French text of this notice may be seen at the Export Services Branch, Board of Trade, Room E.38, Hillgate House, 35 Old Bailey, London, E.C.4.

# SAUDI ARABIA

## Change to Metric System

SAUDI ARABIA will officially come under the metric system on May 12, 1964. Foreign suppliers are asked to note that all goods offered for sale in Saudi Arabia from that date must bear their net metric measurements on the container.

All inquiries about this notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, Horse Guards Avenue, London, S.W.1, (Tel.: Trafalgar 8855, 2023), quoting reference CRE/3066/2/G.

# LIBYA

## Trade Marks Legislation

AN ENGLISH translation is now available of Law No. 3 of February 26, 1962, which amends the Libyan Trade Marks Law (Law No. 40 of 1956). The translation may be inspected in the Patent Office Library, Annexe, Chancery House, Southampton Buildings, London, W.C.2.

# ETHIOPIA

## Import Payment Regulations

THE Exchange Control Department of the State of Ethiopia has issued a notice that after April 16, 1963, applications for foreign exchange for imports which were previously subject to prior deposit will be authorized for payment by clean transfer (i.e., mail or telegraphic transfer), letter of credit, or cash against documents at sight, or on an acceptance basis with a maximum usance of 90 (ninety) days.

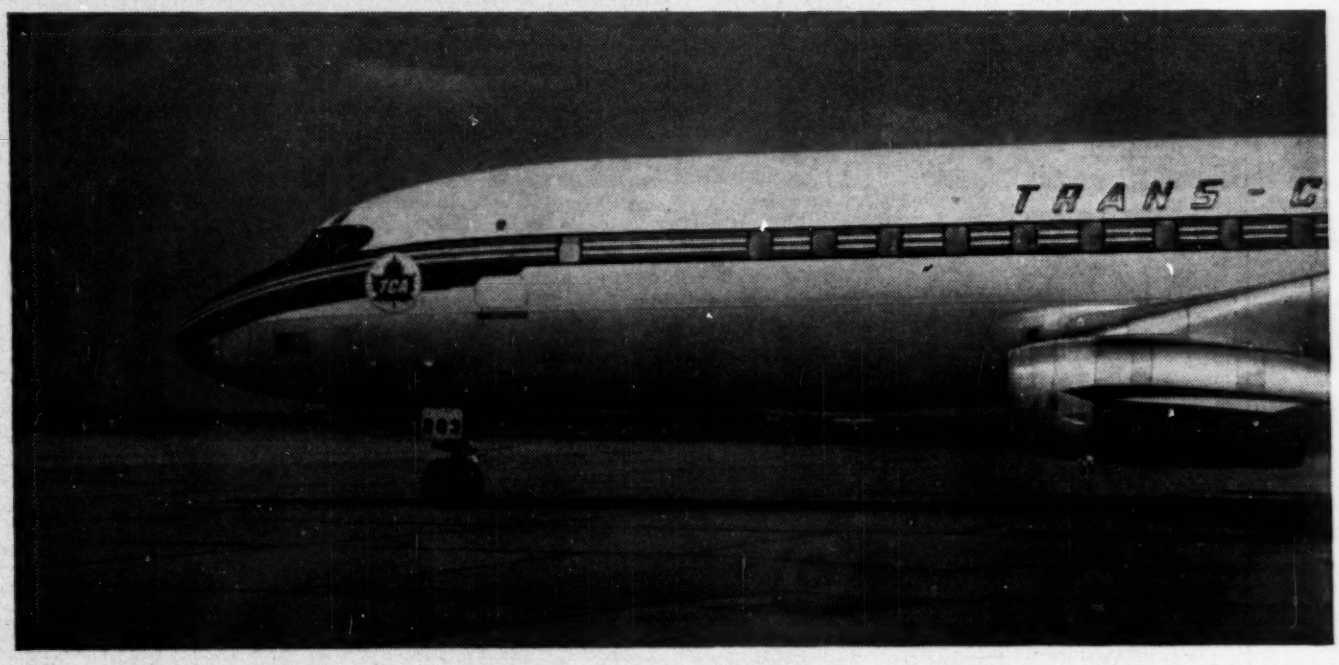
On and after April 16, 1963, it is no longer necessary for applications for foreign exchange for imports to be supported by proforma invoices and to be submitted for authorization before placing firm orders. All such applications submitted after the date specified must accordingly be accompanied by three copies of the suppliers' invoices covering the goods shipped or to be shipped, which invoices must be certified by the suppliers as being true and correct. If payment is to be made by cash against documents on an acceptance basis, the usance terms must be clearly stated on the application.

Applications which have already been authorised on the basis of proforma invoices will continue to be valid for payment until May 31, 1963, after which they will be regarded as cancelled; new applications for the goods covered by the cancelled licences should thereafter be submitted accompanied by the suppliers' certified invoices as required under the preceding paragraph, and by the cancelled licences.

Documentary evidence of importation of goods into Ethiopia must be submitted to the Import Control Department at the State Bank of Ethiopia within a maximum period of three months from the date on which payment under the relative authorized licence is effected.

## EXPORTING TO CANADA ?

# SPECIFY TCA/BOAC

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**Air freight saves you money.** Incidentally, if you've never thought of flying your goods to Canada (even the long way round!), we recommend that you weigh very carefully the arguments for and against. The extra costs of shipping by air are balanced by big savings on packaging, insurance and warehousing. Speedy delivery boosts your reputation overseas—and can easily win you extra business. **Ask your forwarding agent for details of these savings and also about the special bulk rates offered by TCA/BOAC.**

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*Advertisement of Company Meeting*

# DICTAPHONE COMPANY LIMITED

## A YEAR OF SATISFACTORY PROGRESS

## CONTINUED INCREASE IN WORLD DEMAND

## MR. LLOYD M. POWELL'S ADDRESS

THE ANNUAL GENERAL MEETING of Dictaphone Company Limited was held April 25, 1963, in London.

Mr. Lloyd M. Powell, president of Dictaphone Corporation and chairman of Dictaphone Company Limited, presided and said:

It is again my pleasure to be in England and to preside at the Annual Meeting of the British Company. First I should like to congratulate the managing director, Mr. Clement Shread, our sales director, Mr. T. G O. Hull, and those associated with them for the overall growth and progress made within the past year.

This is a thriving and growing organization.This British subsidiary manufactures Dictaphone dictating and recording machines, which are sold not only in the sterling area but throughout Europe and also in the United States and Canada. Our Company is the principal firm manufacturing office dictating machines in Britain. We have an export record of which to be proud. Sixty-six per cent. of all production is exported. I am pleased to report great increases in sales in Germany, Australia, Canada and the United States. I am equally pleased to report the continued upward trend of domestic sales.

### Production Trebled

Factory space has expanded and the labour force was increased by 88 per cent. I am pleased to say the production rate at the Acton factories has trebled and is a matter of congratulation to all concerned.

It must be admitted that the period covered by the accounts was a very difficult one. It is regretted that the negotiations for Great Britain's entry into the Common Market did not come to fruition. Nevertheless, the efforts that your company had made to exploit our entry to this Market were by no means wasted. The doors that we have opened represent valuable opportunities for increasing our activities in the Continent of Europe and elsewhere.

### New Range of Products

Before I refer in detail to the domestic part of the company's activities, let me mention the overall picture of the Corporation's many-sided activities. Great progress has been made in many phases of our enterprise.

Several new items have been introduced into our main product line, so that today we are the only firm manufacturing and selling a complete range, capable of meeting all needs in our field of business communications.

The company is deriving ever-increasing benefits from the improved processes that have resulted from the development and further modernization of manufacturing methods in all departments of our factories. These changes have taken time, but the results have more than justified the efforts made by our designers and our engineers, not forgetting our management.

Research has expanded with newly equipped laboratories. New models recently introduced are evidence of our determination to produce the finest and most efficient units in the field of recording machines, in which activity we have served the public for 75 years.

The British made Dictaphone Travel-Master has had an amazing reception in America and Canada. It constitutes a fitting climax to a fascinating story of co-ordinated design and development. Made entirely at the Acton factory, it is a very compact battery operated portable recording machine of British conception, design and production, and is now being supplied to world-wide markets.

The ability to record notes, ideas, letters or reports anywhere at any time away from one's office, is fast becoming recognized. Travelling businessmen, engineers, architects and surveyors are all finding travelling portable recording machines invaluable.

### A World Leader

Dictaphone definitely occupies the leading position in the world of automated business communications and that development is increasing at an ever-growing pace. This progress is more essential today than ever before, having regard to the competition the company is bound to meet. I am happy to remind you that our position is a strong one, well protected by a feature possessed only by Dictaphone.

### Sound You Can See

Every model in the complete and comprehensive new range incorporates the famous 'Sound you can see' – the exclusive and unique Dictabelt Record. Permanent, indestructible and non-erasable, the Dictabelt is inter-changeable between any models in the Dictaphone range. For example; it enables you to dictate in transit with your Travel-Master, you then post the recorded belt to your secretary who can transcribe it later on her own Time-Master transcribing machine.

It is a matter of considerable satisfaction to me to record that the popularity of this company's products is growing continuously in all English-speaking countries. On the Continent of Europe, also, our business has likewise progressed considerably. Our sales organizations which we have established in those countries now referred to as 'the Six', are progressing satisfactorily.

Public confidence can only be maintained in a manufacturer's products if the goods he sells are backed by efficient maintenance and after-sales service. In this respect your Company enjoys an enviable record.

### Pioneers in Service

Dictaphone has been a pioneer in this respect, and its service organization has won admiration not only in this industry, but also in many spheres not directly related to the dictating machine field.

We believe that this company has a fine future and we fully appreciate the support given by our customers and employees throughout the year under review. It gives me considerable pleasure to offer them my personal thanks, coupled with those of my colleagues on the board of the company.

The report and accounts were adopted and the retiring directors re-elected. The proceedings terminated with a hearty vote of thanks to the chairman moved by Mr. C. Harold Vernon and seconded by Mr. F. Graham Maw.

# FEDERATION OF RHODESIA AND NYASALAND

## Customs Tariff Changes

FEDERAL GOVERNMENT Notice No. 134, published in the Federation of Rhodesia and Nyasaland *Government Gazette* of April 26, sets out the following amendments to the Customs Tariff with effect from that date. Britain pays the Column D rate or duty:

| Tariff Item | Article | Duty A | Duty B | Duty C | Duty D |
|---|---|---|---|---|---|
| | | £ s. d. | £ s. d. | £ s. d. | £ s. d. |
| 50 | By the repeal of the item and the note thereto, and by the substitution therefor of the following item and notes: | | | | |
| | 50. Spirits: | | | | |
| | (a) (i) Liqueurs, cordials and mixed potable spirits (except bitters) exceeding 3% of proof spirit per imp. gal. | 6 14 10 | 5 6 6 | 5 6 6 | 5 6 6 |
| | (ii) Bitters . per imp. gal. | 3 10 0 | 2 8 0 | 2 5 0 | 2 5 0 |
| | (b) Other spirituous liquors, exceeding 3% of proof spirit, n.e.e.: | | | | |
| | (i) Brandy . per imp. gal. | 6 14 10 | 5 6 6 | 5 6 6 | 5 6 6 |
| | (ii) Gin . . per imp. prf. gal. | 6 14 10 | 5 6 6 | 5 6 6 | 5 6 6 |
| | (iii) Whisky . per imp. prf. gal. | 6 14 10 | 5 6 6 | 5 6 6 | 5 6 6 |
| | (iv) Other . per imp. prf. gal. | 6 14 10 | 5 6 6 | 5 6 6 | 5 6 6 |
| | (c) Plain or rectified spirits per imp. prf. gal. | 6 14 10 | 5 6 6 | 5 6 6 | 5 6 6 |
| | (d) Rum . . per imp. prf. gal. | 7 8 2 | 5 9 6 | 5 6 6 | 5 6 6 |
| | (e) Methylated spirits exceeding 3% of proof spirit: | | | | |
| | (i) Coloured methylated spirits per imp. prf. gal. | 0 2 0 | 0 1 3 | 0 1 3 | 0 1 3 |
| | (ii) Other . per imp. prf. gal. | 6 14 10 | 5 6 6 | 5 6 6 | 5 6 6 |
| | NOTES: | | | | |
| | (1) For the purpose of paragraph (b) and (d) of this item no allowance will be made for underproof in excess of 22%. | | | | |
| | (2) Coloured methylated spirits means unsweetened and unflavoured spirits methylated by such means as may be prescribed by regulation for the preparation of coloured methylated spirits produced within the Federation to every hundred gallons of which has been added three-eighths of one gallon of mineral naphtha (petroleum oil) and not less than one-fortieth of an ounce by weight of powdered methyl violet dyes. | | | | |

# GHANA

## Entry Permits

ALL VISITORS to Ghana must be in possession of valid passports and Commonwealth citizens should obtain an entry permit before leaving for Ghana.

Business visitors are advised to apply for their entry permits to the Ghana High Comissioner in London, 13 Belgrave Square. London, S.W.1, at least four weeks before departure since all applications now have to be referred to Accra before permits can be issued.

# INDIA

## Import Policy for April 1963 to March 1964

A PRELIMINARY notice was published in the *Board of Trade Journal* on May 3 about the new Indian import policy for the licensing period, April 1963, to March 1964. Under this policy all applications for import licences must be made on a yearly basis. Annual licensing will be done as much as possible, mainly for actual users, but its extent will depend upon the amount of foreign exchange available. In other cases licences will be issued for a six monthly period and supplementary licences will be issued in the second half of the year.

Because of the continuing difficulty of foreign exchange, the Indian Government are still restricting established importer licensing very severely. However, some quotas have been issued to established importers where there are urgent needs arising from the emergency; they have been issued for such items as drugs and medicines, X-ray films, chemicals, books, motor vehicle parts, hides and skins, wattle bark, wattle extract and other tanning substances.

The licensing policy for books continues to be liberal but there is a new provision in this policy which provides that quotas and supplementary licences for them will not be available for the import of foreign titles which are reprinted in India in collaboration with foreign publishing houses. A list of such titles will be made on the licences.

Actual user licensing will continue to be done on an *ad hoc* basis according to the amount of foreign exchange available to the Indian Government. However, there are three additional items for which applications from actual users will be considered; they are laboratory ware made of silica, silica ware equipment and silicon.

Inquiries about this notice should be addressed to Export Services Branch, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 469).

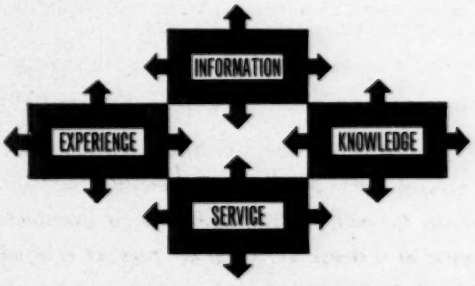
# FEDERATION OF MALAYA

## Customs Tariff Amended

THE BOARD OF TRADE have been informed by cable from Malaya that, with effect from April 25, the import duties on Aluminium have been increased.

The new rates of duty are as follows:

| Code No. | Description | Rates of Duty | |
|---|---|---|---|
| | | Full | Preferential |
| 684221 | Aluminium strips and sheets | 30% | 30% |
| 684222 | Wrought plates of aluminium | 30% | 30% |
| 692130 | Reservoirs, tanks, vats, and similar containers, for any material, of a capacity exceeding 300 litres (66 gallons) whether or not lined or heat-insulated but not fitted with mechanical or thermal equipment, of aluminium | 15% | 15% |
| 692221 | Aluminium drums of a capacity not less than 30 gallons | 15% | 15% |
| 692223 | Other alumnium containers for transport or packing | 15% | 15% |
| 697231 | Articles of a kind commonly used for domestic purposes and parts of such articles of aluminium, not being tools | 35% | 35% |
| 698949 | Articles of aluminium not elsewhere specified or included | 15% | 15% |
| *New Item* | | | |
| 684223 | Aluminium slugs round | 10% | 10% |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Enquiries are welcomed by our London Office and by the Trade and Information Section of the Overseas Department at Head Office.

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**FACTOR REQUIRES CLEARANCE LINES,** bankrupt stocks, etc., all quantities considered. Samples and/or details to Mr. A. Crane, c/o Crane & Co. Ltd., 77 Streatham Hill, S.W.2. TUL 9911-2224.

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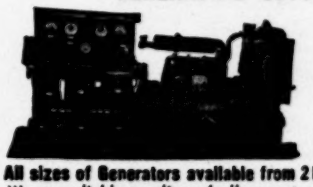

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